

**THE TIMES**  
1785-1985  
**Tomorrow**

Water, transport, energy  
Why we should spend more on the fabric of the nation  
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Cambodian survivor with an Oscar nomination for playing himself  
Hush-hush  
Miles Kingdon on the secret thoughts of the BBC  
Global view  
Analysis of English Irish and Scots  
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**THE TIMES Portfolio**  
The Times Portfolio competition daily prize of £2,000 was won yesterday by Capt R. L. Scott-Bowden of Camberley, Surrey. Portfolio list, page 14; how to play, information service, back page.  
On Saturday, £22,000 is available to be won - the £20,000 weekly prize as well as the daily prize of £2,000

**Dairy farm shops avoid EEC levy**

Dairy farmers who have retail outlets for their products have been relieved of an EEC-imposed double penalty. An agreement in Brussels also means that farmers in Northern Ireland will not be penalized for exceeding the quota. **Page 2**

**Hunger exodus**

At least a million Sudanese farmers and nomads are on the move in a desperate search for food, while at least 3,000 refugees arrive daily from outside Sudan. **Page 6**

**Sizewell attack**

Lawyers representing the Central Electricity Generating Board at the Sizewell public inquiry into a pressurized water reactor (PWR) attacked the credibility of some scientists who had given evidence against the scheme. **Page 2**

**Win a 1985 BMW for a 1935 price.** **Page 13**

**Nicaragua offer**

Mr Larry Speakes, the White House spokesman, welcomed Nicaragua's invitation to US congressmen to visit the country and see the truth of its military development. **Page 6**

**Midland blow**

The Midland is the only one of Britain's big four clearing banks refused a full licence by Australia, which has allowed 16 foreign banks access. **Page 15**

**Moncreiffe dies**

Sir Iain Moncreiffe of that ilk, the noted genealogist, died at his London home, aged 65. **Obituary, page 12**

**Leader page 11**

Letters: On dollar earnings from Lord Jellicoe and Dr N. B. Smith; pensions from Prof Sir J. Ball.

Leading articles: Vested interests; the Mubarak initiative; crime and the coal strike.

Features, pages 10, 13  
Easing Spain's entry into the EEC; Israeli discord over the withdrawal from Lebanon; Reagan heading for a Central American defeat; Scargill's defeat; Thatcher's opportunity; a profile of Arthur C. Clarke.

Books, pages 8 and 9  
Eamon Duffy reviews Edward Norman's book about Roman Catholicism; Peter Jones on Greek, Robert Nye on poetry, Isabel Raphael on fiction, Geoffrey Moorhouse on Persian monarchs.

Classified, pages 23 to 34  
General appointments; La creme de la creme  
Obituary, page 12  
Sir Ian Moncreiffe of that ilk, Mr Paul Horrocks

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## Day of panic as bankers attack the dollar

By David Smith, Economics Correspondent

A concerted attack by European central banks, including the Bank of England, sent the dollar plunging yesterday, in a dramatic day on the foreign exchanges.

The central banks, led by the West Germans, mounted their attack on the dollar in the morning, as the markets were still nervously assessing Tuesday's comments on the dollar by Mr Paul Volcker, chairman of the US Federal Reserve Board.

The effect was dramatic and a bout of near panic selling of the dollar set in. Against the mark, the dollar tumbled from DM3.45 to DM3.27 in two hours.

The pound rose by nearly six cents between 10am and lunchtime - from below \$1.05 to \$1.1050. It settled back to close at \$1.0900, a gain of 3.65 cents on the previous day and 5.3 cents up on the trading low of \$1.0370 reached on Tuesday. The sterling index rose by 1.4 to 71.6.

It was a day that foreign exchange dealers were glad to see end. "It's been terrible, absolutely dreadful," said the manager of one bank foreign exchange dealing room. "Everybody here is sitting, staring into space. They're all shell-shocked."

Another dealer said: "The central banks caught us with a sucker punch. They chose exactly the right moment. A lot of blood has been spilt."

The chaos was caused by the central bank raid on the dollar, in which the West Germans sold "several hundred" millions of dollars.

Market estimates suggested that of a total \$1 billion in dollar sales, the West German central bank sold about \$600 million. The rest was sold by the Bank of England, the Bank of France, the Bank of Italy and the central banks of Norway, Belgium, the Netherlands and Austria.

Mr Volcker's comments yesterday that currency intervention was not a substitute for tackling the problems of the budget deficit.

The split between the Federal Reserve and the White House on intervention was exposed yesterday. Mr Larry Speakes, the White House spokesman, said: "Our policy has not changed. It is that we intervene only in disorderly markets."

In New York last night, dealers said that the Federal Reserve had not intervened although it had been in touch regularly to check on rates. The key rate against the mark was DM3.3175, below its closing level of 3.3400 in Europe.

"I can't remember more violent fluctuations," an experienced London dealer said. "It's probably the most volatile day since floating rates."

The sharp currency movements exceeded those of September 16 last year, so called "Black Friday," when the West German central bank sold \$450 million and the dollar fell by 13 pence against the mark.

The dollar lost 2.6 per cent of its average value on the day, and by mid-afternoon yesterday had undone its sharp rise of the previous two weeks.

The trigger for the central bank intervention was market nervousness after Mr Volcker's comments to the Senate Banking Committee on Tuesday. He said that the dollar could be riding for a fall and questioned whether intervention by central banks had been forced enough.

Mr Volcker continued with his evidence yesterday. He said that currency intervention was not a substitute for tackling the problems of the budget deficit.

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The Pope with Mr Gromyko at the Vatican yesterday. They met for nearly two hours and afterwards the Soviet Foreign Minister said: "It was good." Vatican charm, page 5.

## Fowler to use TV in heroin campaign

By Nicholas Timmins

The Government yesterday launched a £2.4 million campaign against heroin abuse in the young, with more than two million leaflets for parents, teachers and other professional people.

It includes a £750,000 television advertising campaign being run against expert advice.

Two television films have been made and the campaign's approach is to deal with the facts and consequences of missing heroin rather than a "shock horror" approach which Mr Norman Fowler, Secretary of State for Social Services, said yesterday was shown by research as likely "at best to be ineffective and at worst counterproductive".

Leaflets on drug misuse and on what parents can do about it have been prepared.

With an estimated 50,000 regular heroin users in Britain and with the number rising, Mr Fowler said the aim was to discourage drug misuse in the young, without pictures of coffins or tactics that could glamorize the drug.

The television campaign has been undertaken against the recommendations of the Advisory Council on the Misuse of Drugs. It said last year that national campaigns aimed at reducing the incidence of drug misuse should not be attempted for fear of creating more interest in drugs.

Mr Fowler said those were real considerations, but research had concluded that a campaign aimed specifically at de-glamorizing heroin could help.

The Government's initiative was welcomed by the Standing Conference on Drug Abuse, but Mr David Turner, its coordinator, said it was opposed to television advertising.

Similar campaigns in the United States in the 1970s had not cut the rise in drug abuse and a campaign against excessive drinking in north-east of England had not cut consumption, he said.

The Central Office of Information, which is co-ordinating the campaign, said it expected an apparent rise in the number of addicts as people came forward to seek help.

He arrived from Los Angeles after complaining of the "serious and damaging" consequences of a US decision drastically to reduce defence co-operation and the flow of intelligence from Washington to New Zealand.

From Canberra there came news that the Australian Prime Minister, Mr Bob Hawke, had made clear there could be no question of passing his own US intelligence to Wellington.

Nor is Mr Lange likely to hear words of comfort on Monday, when he meets Mrs Margaret Thatcher, who has taken her stand alongside the Americans.

The quarrel is over New Zealand's refusal to allow nuclear-armed, or nuclear-powered vessels into its ports.

Continued on back page, col 3

## No legal action over MI5 phone tap film

By Julian Haviland, Political Editor

Ministers have decided that there must be no prosecution of those concerned in making a film about the work of MI5 because some of the revelations about the tapping of the telephones of prominent trade unionists and CND activists are true, and further exposure would not serve the public interest.

The Prime Minister, Mr Leon Brittan, the Home Secretary, and their advisors are adamant that it would be wrong to allow the principles and methods of working of the security service to be discussed and challenged in open court; and that a secret trial under section 2 of the Official Secrets Act would cause a political furor after the acquittal of Mr Clive Ponting.

No formal decision has yet been made. A senior member of the staff of the Director of Public Prosecutions looked last Friday at the film, which was made for Channel 4 television but banned by the Independent Broadcasting Authority on legal advice that its transmission would be a criminal offence under the Act.

A decision to prosecute would require the consent of Sir Michael Havers, the Attorney General, once he received the DDP's report. Sir Michael's office said last night that the report had not been received.

But Sir Michael does not have to wait before consulting ministerial colleagues where he thinks there may be important considerations of public policy. Nor do his colleagues have to wait before preparing their advice, which in this case is already prepared and is uncompromising.

The practice previously followed by all Home Secretaries and since reaffirmed by Mr Brittan, is never to confirm or deny that an interception has taken place. But Mr Brittan has been advised that Mr Rees memory is at fault, and that he did authorize the tapping of certain trade union leaders.

In a letter last week to Mr John Cartwright, the Social Democratic chief whip, Mr Brittan said that no one need fear being subject to surveillance.

Continued on back page, col 2

## Lange row with US worsens

By Henry Stanhope

New Zealand's Prime Minister, Mr David Lange, arrived in Britain yesterday amid a worsening quarrel between him and the United States over his anti-nuclear stand.

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Continued on back page, col 2

## Majority of miners are now working

As the majority of NUM members are now at work, pressure is growing within the union to order a return without an agreement on pit closures.

Nottinghamshire police are to be sued for false imprisonment and wrongful arrest after a decision to drop charges of unlawful assembly against dozens of striking miners. **Page 2**

The Government is now admitting that the cost of the dispute has probably passed £2 billion, at least £500 million more than Whitehall's last estimate in December.

By Paul Routledge, Labour Editor  
More than half the miners are given to the TUC general council yesterday and now in the hands of *The Times*. (extracts, page 2) indicate that Mr Arthur Scargill, president of the NUM, and his executive have been made aware by the TUC general secretary, Mr Norman Willis, that the docu-

The proposal for a resumption of work coupled with "guerrilla warfare" against coal board plans to close 20 pits is gaining ground in Yorkshire and south Wales, the last bastions of militancy. But disquiet across the political spectrum is expected to prevent such a decision being reached by the NUM national executive in Sheffield today.

The coal board announced last night that another 1,342 men had crossed picket lines yesterday, bringing the proportion of NUM members not now on strike to 50.2 per cent of the 186,000.

Mr Peter Heathfield, the union's general secretary, claimed that 59 per cent of NUM members were still on strike.

The board underplayed the propaganda value of the psychological watershed reached yesterday, partly so as not to alienate growing opinion on the NUM executive that the strike must be settled.

If the miners' leaders do not sue for talks on the basis of the February 20 plan worked out with the TUC, the coal board expects a sharp acceleration in the return to work next week.

Mr Michael Eaton, chief board spokesman, said the two sides could get back round the negotiating table only "on the basis that they accept that paper as being part of the final settlement."

"The document is not negotiable, though if there was sufficient proof of NUM willingness to accept its chief principles on the need for a financially-viable coal industry and the requirement to shut uneconomic collieries, then it might be rewarded to show that the coal board is negotiating in good faith."

Confidential documents

Continued on back page, col 6

## Scotland basks in 84°F

The whole of Britain enjoyed the exceptionally mild weather, yesterday, with the most northerly part of the mainland basking in bright sunshine. A thermometer at Melness, Sutherland registered 84°F.

In the south-west temperatures were around 15°C (61°F), more than twice the average for the time of year.

The sudden shifts between extreme cold and very mild weather will make the average temperature for December, January and February an unremarkable 4.7°C, the London Weather Centre said.

Southerly winds have been responsible for the current mild spell, and as these move westwards, it will gradually become colder.

Weather, back page

## Jermyn Street quality at affordable prices

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## Ex-Speaker's thunderous rebuke for The Times

By Alan Hamilton

Lord Tonypanady, the former Speaker of the House of Commons whose recently published memoirs have been criticized on the grounds of indiscretion, conducted a spirited defence of himself yesterday, with particular reference to *The Times*.

Speaking at a London literary luncheon, the former Mr George Thomas, his voice still mellifluously Welsh in spite of a recent serious throat illness, said that his book, which makes clear his likes and dislikes among well known parliamentary figures, was "only the tip of a very large iceberg".

It surprised him, he said, "that self-appointed guardians of open government should protest even at the tip being exposed", a direct reference to a leader in this newspaper on Tuesday which suggested that he might have been better advised to keep his own counsel.

"The cruelest part of a Speaker's life is in the Chamber. It is behind the scenes that the tensions come; the real strains, the real pressures. That is why stories are told, not to hurt any individual."

"The story had to be told through people who were playing a major part in Parliament. The strength of character of the Speaker is tested far more behind the scenes than when he is sitting in the Chamber with a wig on his head."

It was noticeable that among guests at the lunch in the Dorchester Hotel, members of Lord Tonypanady's former party were almost entirely absent, with the exception of Lord Wilson of Rievaulx and Lord Shovel.

But Conservatives and Liberals were well represented by Mr Michael Heseltine, Sir Michael Havers, Mr David Steel, Lord Grimond, and many others. The former Speaker's book is rather short on kindnesses about leading Labour figures of the present or recent past.

He delivered particularly harsh judgement, although not without wit, on *The Times* leader.

"What has happened to *The Times*? There was a time when it kept its humping for the feature articles, but those days are gone. Charles (a reference to the editor, Mr Charles Douglas-Home), you are capable of better. You really must get your leader writers to think more deeply before putting pen to paper on a great constitutional issue."

He also took issue with *The Daily Telegraph*, a newspaper he had been warned against as a child, and *The Observer*, which described him as "a closet Conservative". In Wales, he said, there was only one meaning for "closet".

Lord Tonypanady said he believed in parliamentary democracy "with every fibre of my being. I love the House of Commons. I respect the office of Speaker. I need no pompous lecture from *The Times* to tell me to respect the institution where I spent 40 years."

He added: "I have kept faith with Parliament and with the British people. Our Parliamentary democracy will be strengthened, not weakened, by the truth as it is told."

Photograph, back page



## CEGB attacks credibility of anti-Sizewell scientists

From Pearce Wright, Science Editor, Snape

The credibility of scientists giving evidence for opponents of the Sizewell B nuclear power station came under attack yesterday, as lawyers representing the Central Electricity Generating Board.

At the heart of the onslaught on the scientists' professional reputations lies a longstanding disagreement over methods of assessing risks of radiation.

The CEGB does not accept its opponents' argument that the above-average incidence of leukaemia near nuclear power stations, such as the Sizewell A plant, are connected to the station's activities.

One expert called by the Stop Sizewell B Association whose judgment came in for severe criticism was Dr Alice Stewart, from Birmingham University, the epidemiologist who at Oxford discovered the link between babies born giving X-rays to pregnant women.

Mr George Bartlett, presenting the CEGB's final submission on leukaemia, described a written submission by Dr Stewart thus: "The length was inversely related to the complexity and obscurity of the thesis it contained."

Dr Stewart criticized the recommended safety levels on exposure to radiation for workers and the population in general, proposed by the International Commission on Radiological Protection.

Those safety levels are used by the nuclear industry to limit the exposure to workers and discharges of radioactive wastes.

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## IBA chief defends ban on MI5 programme

By David Hewson  
Arts Correspondent

Mr John Whitney, Director-General of the Independent Broadcasting Authority, yesterday defended its decision to ban a Channel 4 programme about MI5, and said that the authority could have faced a criminal prosecution if the programme had been broadcast.

Mr Whitney said the IBA recognized that the issues raised by the programme about methods of surveillance were serious ones and an area of public and parliamentary concern.

But, he added, in last-minute changes to a speech to the Royal Society of Arts, "We do not feel that it is for statutory body like the IBA to spearhead the case for reform of the Official Secrets Act."

"I accept that, on occasion, an unsatisfactory law has been reformed as a result of an individual deciding openly and as a matter of conscience to break it and take the consequences."

"But in a democratic society like our own there are ways to secure reform without public authorities taking the law into their own hands and deciding which laws they will or will not obey."

Mr Whitney denied that the IBA was engaged in a "cover-up" with the Government. "There was no contact whatsoever with Government or Whitehall in advance of the decision."

The authority felt that the allegations in the banned programme ought to be brought to the attention of the proper authorities for consideration and investigation.

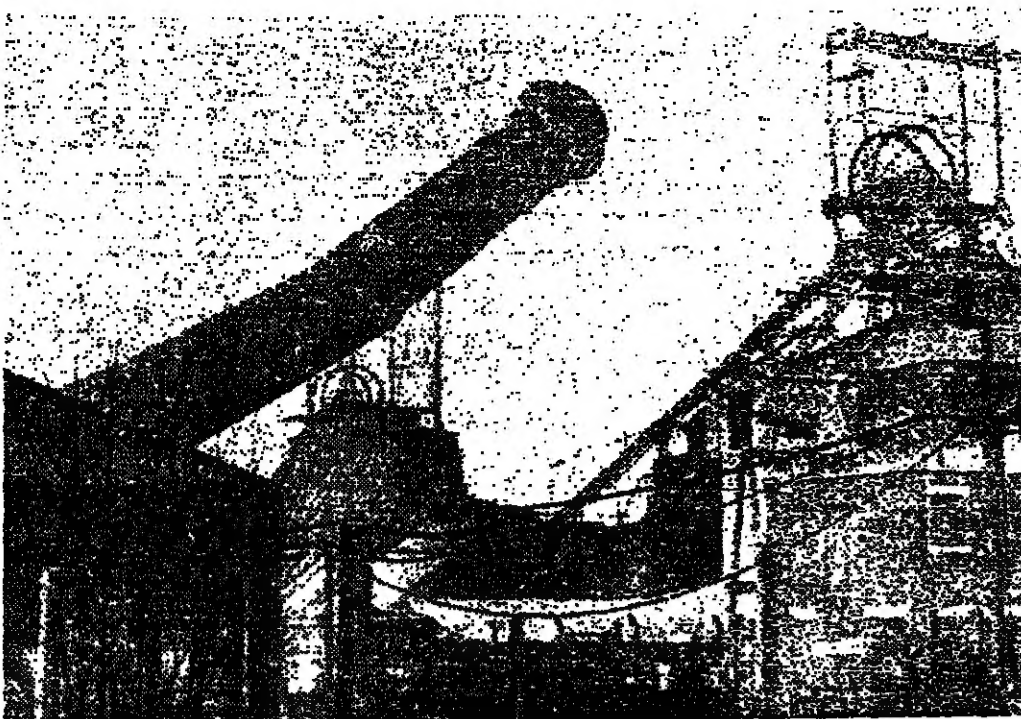
The programme's content fell unequivocally within the Official Secrets Act. We took advice from counsel and were advised that the authority would be committing a criminal offence if it were shown. We took the view that the IBA is a public authority, responsible to Parliament, and it should not deliberately break the law."

Mr Whitney said that the decision might seem inadequate to those who wished to see the scope of the Official Secrets Act reduced, but the IBA was not satisfied that those making the allegations had exhausted all the means open to them of bringing them to the attention of the proper authorities.

Channel 4 was unmoved by Mr Whitney's comments yesterday and stood by its earlier condemnation of the decision to stop the programme.

Video copies of the banned television film on MI5 are to be offered for sale to the public by the producers of the programme, it was announced yesterday.

Copies of the video in either VHS or Beta can be obtained for £10 from 20:20 Television, 10a Great Titchfield Street, London W1. Scripts cost £2.50 each.



There she goes: a 200ft chimney at the redundant Elsecar Colliery, Yorkshire, was blown up yesterday by a striking miner. Mr Stephen Ruddy, aged 23, of Cobcar Street, Elsecar, won the right to press the button in a benefit raffle for disabled miners.

## Pit pickets to sue police after charges are dropped

From Craig Seton, Nottingham

Nottinghamshire police are to be sued for false imprisonment and wrongful arrest after their decision to drop charges of unlawful assembly against dozens of striking miners arrested at a mass picket outside a colliery seven months ago.

The prosecution at Nottingham Magistrates Court yesterday dropped charges against 38 South Yorkshire miners, bringing to 49 the number against whom unlawful assembly charges have been withdrawn this week.

Proceedings are to continue against only eight of the 91 men originally charged with the offence after their arrest at Harworth colliery in the north of the county last August.

Mr Alan Craig, representing 87 of the men, said: "These men are entitled to and will bring an action for false imprisonment and wrongful arrest in what was a politically inspired prosecution brought without legal justification."

Mr Craig has accused Nottinghamshire police of deliberately carrying out mass arrests of pickets from Yorkshire in last year's incident so that strict bail conditions would be imposed by magistrates to prevent them re-entering the county, where most of the miners have worked throughout the strike.

At yesterday's hearing he unsuccessfully appealed to the magistrates for the travelling expenses of the men to be met. He told *The Times*: "It has been a tremendous worry for the dependants because they could have been sent to prison, and would have lost their jobs if they were convicted."

Nottinghamshire police said: "Our decision not to prosecute was based on the best possible legal advice, and the withdrawal of these charges is in no way to be considered a criticism of the police action at the scene."

**Crime rise in Brixton**

The miners' strike has had a devastating effect on the amount of crime in Brixton, south-west London, and the implementation of the Metropolitan Police Commissioner's strategy, Chief Superintendent Anthony Speed, the officer in charge, told *The Times*.

Up to 25 per cent of officers on the street were sent to help out in policing picket lines. "This meant that preventive policing was not possible and we were reduced more to responding to emergency calls only." The increase in crime was correlated to the absence of preventive policing, he said.

The increase during 1984 is only part of the story. Robbery reported went up from 1,150 to 2,073, burglary from 3,299 to 4,209 but theft of, or from, vehicles fell from 3,440 to 2,942.

Mr Speed, who is moving to the senior command course at the Police Staff College, Bramshill, next month, said that implementation of the preventive policing philosophy of Sir Kenneth Newman, the commissioner, had drastically cut robbery and auto crime during 1983, and burglary hardly increased at all.

Mr Colin Sampson, Chief Constable of West Yorkshire, also disclosed yesterday that the high commitment of resources to the dispute had contributed to an 8 per cent rise in crime statistics.

Parliament, page 4  
Ronald Butt, page 10  
Leading article, page 11

## Labour affirms support for strike

By Philip Webster  
Political Reporter

The Labour Party is "un- equivocally" behind the miners' remaining on strike, Mr James Mortimer, the party's general secretary, said yesterday after a meeting of the ruling national executive committee at which divisions surfaced over the role of the TUC in attempting to bring an end to the dispute.

Mr Mortimer, questioned about the passage at the national executive of a motion calling on party members to redouble their efforts to support the National Union of Mineworkers and its members' families, said that he did not accept that more than half the members no longer supported the union.

"The NCB has engaged in a massive propaganda campaign and have by their actions sought to impose the most extreme economic hardship on members of the mining community. Taking that into account I have no doubt that some of the people who have gone back regard themselves as loyal to the miners."

Mr Mortimer added that he was "suspicious" of the National Coal Board's return-to-work figures, although he had no direct evidence of their accuracy.

A new move to help end the 51-week-old pit strike was made yesterday by Strathclyde University's Fraser of Allander Institute, which said that a national "coal council" should be set up to make a final decision on each pit closure.

It said the council should consist of representatives of the coal board and the miners' union, the pit deputies' union, Nacods, and the Government and the arbitration service.

Leaders of South Derbyshire's 3,200 miners yesterday said that "the voice of moderation" should be heard around the negotiating table.

In a letter sent to the NUM's leaders and Mr Peter Walker, Secretary of State for Energy, the South Derbyshire executive called for negotiations to be held between the NCB and the union's full national executive.

"To date there have been no such meetings," the letter states.

## Invest your own cash in big projects, MPs told

Cabinet ministers should be required to invest personally in government-backed industrial projects to avoid another DeLorean-style flop, according to Lord Bruce-Gardyne, a former Treasury Minister.

Lord Bruce-Gardyne, a persistent critic of the DeLorean car project long before it collapsed in 1982 with the loss of £77m of taxpayers' money, put forward the idea in a late-night House of Lords debate.

"When ministers have it in mind to put our shirts upon a horse they should be required to join in the flutter personally, by investing a set percentage, 5 per cent say, of their net personal wealth," he said.

Unless such vital questions were answered the principle of parliamentary accountability was a mockery.

Lord Bruce-Gardyne, a minister in Mrs Thatcher's first Government, said that the proposal might just do more to avert a repetition of DeLorean than anything else.

## Seized cash 'for meat business'

Dublin government sources were adamant last night that intelligence officers had correctly identified Ir£1.75 million in an Irish bank as IRA cash, despite the claim of Mr Alan Clancy, an international businessman, that the account was not connected with the terrorists.

Mr Clancy said in a statement that Irish Ministers and government agencies were aware the cash was for a proposed pork-exporting business. The state-funded Industrial Development Authority last night agreed that accountants acting for Mr Clancy had been in touch with it last summer about such a business.

## Panorama protest

A BBC television *Panorama* programme on Zimbabwe last Monday has provoked a complaint from Prime Minister Mr Robert Mugabe according to diplomats in London. The Zimbabwe High Commissioner, Mr Herbert Murerwa, at his own request, called on Mr Malcolm Rifkind, a Minister of State at the Foreign Office, yesterday.

## No sweat

A government investigation found little evidence of low pay and dangerous conditions in the traditional "sweatshop" areas of the West Midlands, Leicester and the East End of London. Reports by the Health and Safety Executive and wages inspectors into the textile and clothing industries published yesterday found that most employers were meeting legal requirements.

## Handcuff rescue

Police Constable Stephen Kettle of Colchester yesterday saved a girl threatening to jump from a bridge over a main road, with the handcuffs he was wearing. He offered her a cigarette, then grabbed her, snapping the handcuffs on her wrist. When she jumped, PC Kettle took her full weight, then pulled her safe.

## Dispute spreads

The dispute over new technology at the Express & Star, Wolverhampton, yesterday spread to its sister paper, the *Shropshire Star*, when some print workers were suspended, and Precision Colour Printing, of Telford, where 15 people were sent home for holding a meeting in working hours.

## Badgers plea

The Nature Conservancy Council has called on the Government to put an immediate end to its policy of killing badgers to control bovine tuberculosis. It says there is no clear evidence that the policy has had an effect on the course of the disease in cattle.

## Saboteur arrests

Twenty hunt saboteur protesters were arrested and three injured after scuffles during an attempt to disrupt the Waterloo Cup hare coursing event at Alton, near Formby, Merseyside.

## Champion again

Kevin Spraggitt, of Canada, won the Novag Commonwealth Chess Championship, by a tie-break, for the second year in succession, drawing with Murshad in the final round in London Docklands Museum.

## Killer's plea

Colin Evan, who was jailed for life in December for the murder of Marie Payne, aged four, has written to his MP to ask to be moved from prison to hospital.

The Times overseas selling prices:  
Australia \$25; Belgium 27; Canada \$25; France 25; Germany 25; Hong Kong \$25; India 25; Italy 25; Japan 25; Korea 25; New Zealand 25; Norway 25; Portugal 25; Singapore 25; South Africa 25; Sweden 25; Switzerland 25; Taiwan 25; Thailand 25; USA \$25; UK 25; West Germany 25; Yugoslavia 25.

## Dairy farm shops get EEC relief

By John Young, Agriculture Correspondent

Thousands of dairy farmers who sell to shops or the public have been relieved of a threat to their livelihoods by an agreement reached in Brussels yesterday.

The agreement also means that farmers in Northern Ireland, where milk production is still above quota, will not have to pay a penalty. Their quota this year is to be merged with that of the rest of the United Kingdom, where production is well below the limit.

The Government is expected to make a statement today, but Mr Michael Jopling, Minister of Agriculture, has made plain his elation at what he sees as a triumph for common sense.

Under the EEC quota regulations introduced last April, so-called producer-retailers were faced with a double penalty. Not only was their production limited, but they were also faced with limitations on the amounts they could sell directly to their customers.

That meant that a farmer with his own milk round, for example, or one making farmhouse cheddar or ice cream for sale to visitors would be restricted on how much he could sell. The balance would have to be sold to the Milk Marketing Board.

The double-quota arrangement had infuriated leaders of the industry who said it made no sense to prevent farmers from finding their own markets while the EEC was accumulating vast stocks of unsold dairy produce.

Mr Peter Jackson, chief executive of the Milk Marketing Board for England and Wales, yesterday welcomed the agreement as a significant step towards more workable rules.

French farmers relieved, page 5

## Reservists 'threat' to Army

By Rodney Cowton  
Defence Correspondent

One of Britain's top generals yesterday said that suggestions for an expansion of the reserve forces ran the risk of over-burdening and excessively diluting the regular Army.

General Sir John Akehurst, Commander of the United Kingdom Field Army and Inspector-General of the Territorial Army, was addressing the Royal United Services Institute for Defence Studies.

He said that from Britain's point of view he could not agree with the recent call by Senator Gary Hart for an increase in the strength of conventional forces within present budget limitations through making greater use of reserve forces.

Reserve forces gave cost-effective defence, but there was a limit to how far the regular forces could be diluted.

"If we go beyond that limit we may get numbers on the cheap, but it won't be defence. It all boils down, therefore, to a judgement on the best balance between numbers and quality, by which I really mean combat readiness."

Expanding the Territorial Army beyond the target of 86,000 being aimed for by 1990 would impose a "great and unacceptable burden on the regulars who train and support them."

He said the Territorial Army made up 23 per cent of the mobilized Army, but cost only 4.7 per cent of the Army budget. The annual cost of a regular soldier was £11,900, that of a TA soldier £2,547, and a member of the Home Service Force £574.

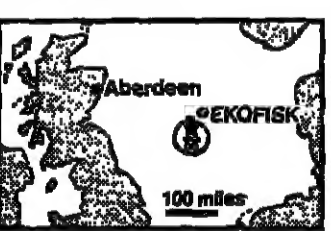
© If Britain cancelled the Trident missile programme this year it might cost between £500 million and £1,000 million in terms of expenditure and commitments made.

That estimate emerged yesterday when the Commons defence committee took evidence from Ministry of Defence officials, who said that there were no official estimates of the cost of cancelling Trident because to do so was no government policy.

## Sinking seabed worries Ekofisk oilmen

By David Young  
Energy Correspondent

Insurance loss adjusters from London have been called in by scientists and engineers after the discovery that a large section of the seabed in the centre of Norway's largest offshore oilfield, Ekofisk, is sinking as oil is drawn from the underground reservoir.



The Norwegian Government and the field's operator, Phillips Petroleum Norway, have admitted that the discovery is causing "serious concern".

The water depth in the field appears to have increased from 70 metres, when the field started production in 1971, to over 71 metres.

Because of the difficulty in accurately measuring water depth in an area of high tides and severe weather, eight independent teams have been set up by Phillips to investigate the matter.

There are 18 large offshore oil production structures in the Ekofisk field and studies are being made to see what strengthening may be required.

The potential costs could run into several billions of pounds. Environmental groups in Norway have suggested there could be considerable damage to coastal communities if the seabed suddenly drops and creates a tidal wave.

By 1980 36.6 million tonnes of oil had been extracted. The water-injection system is expected to yield another 27 million tonnes of oil and extend the life of the field until the late 1990s. Ekofisk oil is landed on Tescide via a pipeline built in 1975.

## Teachers asked to find conciliator

By Lucy Hodges, Education Correspondent

As teachers' strikes again caused widespread disruption yesterday, the local authority employers asked the teachers to help them find an independent conciliator in an effort to break the deadlock.

However, Mr Fred Jarvis, general secretary of the National Union of Teachers, the biggest teachers' union, expressed grave reservations and said he was writing back to the employers for clarification.

In the meantime, the union continues with its indefinite campaign of three-day rolling strikes.

Mr Nigel de Grunich, deputy general secretary of the National Association of School-

masters/Union of Women Teachers, the second biggest union, said: "We are not against talking to people, but we think it is going to be difficult to conciliate on an empty stomach."

Mr David Hart, general secretary of the National Association of Head Teachers, adds that he doubts the ability of a conciliator to negotiate if his or her hands were tied by financial constraints.

Mr Jarvis said he was prepared to continue negotiations through the Burnham committee whenever the management was ready and was not clear why an independent conciliator was needed.

Mr Philip Merridale, leader

of the management panel and Conservative chairman of the Association of County Councils' education committee, said the employers were deeply concerned about the deadlock in negotiations in the present pay dispute and the effects on pupils of industrial action.

The NUT announced yesterday that it was intensifying its strikes and extending them to 255 schools in 27 local authorities.

Ten further councils face strikes, they are: Hertfordshire, Surrey, Oxfordshire, Buckinghamshire, Croydon, Dyfed, and the London boroughs of Harrow, Hillingdon, Merton and Hounslow.

The first clause to the Sexual Offences Bill, making it an offence for a man to "kerb crawl" in search of sexual intercourse from prostitutes was passed by ten votes to seven in the Commons Standing Committee on the Bill yesterday.

The clause had been opposed by Labour and Conservative MPs on the standing committee considering the private member's Bill put forward by Miss Jan Fookes, Conservative MP for Plymouth Drake.

Mr David Mellor, Under-Secretary of State at the Home Office, said that they should do something effective about kerb crawling. He said if there was one thing worse than trundling

## Kerb crawling clause in Bill is passed

By John Winder

along with the 1361 Act which had been used in some cases, it would be doing so with a 1985 Act which was ineffective.

The nuisance of kerb crawling affected a whole neighbourhood and the whole community suffered.

Mr Ernest Roberts, Labour MP for Hackney North and Stoke Newington, said that in part of his constituency gates had been used across roads to stop kerb crawling but that meant the kerb crawlers merely moved to the next road.

Mrs Jill Knight, Conservative MP for Birmingham, Edgbaston, said that behind arguments against the clause and in favour of amendments to it, lay a wish

to block the Bill. No one on the committee lived in a red light district nor could they understand what it was like. If they did they would not block the Bill.

Mr Matthew Parris, Conservative MP for Derbyshire West, who had moved amendments to the clause withdrew them in favour of a move to reject the clause.

Mr Clive Soley, an Opposition spokesman on home affairs, said the mistakes they were making was in trying to deal with one symptom. There was danger of wrongful conviction.

The clause was approved and the committee adjourned.

At the end of the discussion the NCB chairman delivered a further document. The members of the TUC Liaison Group emphasized points which had previously been put by the miners' union in their amendments to the previous NCB document. They also sought clarification on a number of points in the latest NCB document.

At the end of the discussion the NCB chairman circulated a letter to the group which made it clear that the document represented the board's final wording. The NCB would, however, be prepared to clarify any points in it if approached by the TUC. In response to a question it was said that clarification would also be available to the NUM.



## Tourist board condemns ministers for lack of policy and support

By Richard Evans, Lobby Reporter

The English Tourist Board publicly condemned the Government yesterday for its lack of policy and support for Britain's booming tourist industry.

In an outspoken attack, Mr Duncan Bluck, the board chairman, told the Commons Trade and Industry Select Committee that ministerial attitudes, particularly at the Treasury, were illogical and indefensible.

Although tourism is Britain's biggest growth industry and employer, creating 50,000 new jobs a year, and every £1 of government support generated £178 of tourist income, the board's budget for next year was being cut in real terms.

"There can be no industry in Britain which is less well supported financially than the tourist industry and there can be no industry which is more successful in creating jobs," the board said in written evidence.

"Owing to public expenditure constraints, the present level of support is likely to be reduced by both central and local government, during 1985. This is the wrong way to proceed."

With about 1,300,000 people employed in an industry with an annual turnover of about £10,000 million, which generated foreign exchange earnings last year of £4,150

million, the Government should acknowledge "the potential in this industry, which needs to be encouraged".

The board added: "Vast increases in government grant are not necessary, but there should be increases in the funds available to statutory bodies when it is seen that modest sums can create enormous returns."

"There is room for more enlightened thought on further expansion of this major industry during the remainder of the twentieth century."

The board's evidence partially reflects the fury and anger within the board after the government decision last December not to increase the board's budget in cash terms.

Mr Bluck told MPs he had received a sympathetic response from Mr Norman Lamont, Minister of State for Industry with responsibility for tourism, after complaining about the "ridiculous" decision.

But it was made "abundantly clear" to him that, although there was every sympathy in the Treasury held the money bag and the size of the budget had been decided and that was that.

The revenue, employment and job-creating possibilities of

tourism were known within Whitehall, but "to say we are going to cut your budget in real terms" can have no logic and no defence, Mr Bluck said.

Asked by Mr Kenneth Warren, Conservative MP for Hastings and Rye and the committee chairman, if the Government was failing to provide cash support for tourism policy, Mr Bluck said: "I personally do not think we really have got a policy."

"There are certain strategic proposals which emerge from time to time, but even they cannot be substantiated if the money is not there."

Mr Bluck was against creating a minister for tourism but said there should be some kind of government arbiter who tried to ensure that the interests of tourism were taken into account, "and not left in a series of little pockets."

The board also wants the Government to relax laws and regulations restricting tourism, including restraints on Sunday trading and licensing laws.

● Northern Ireland tour operators yesterday reduced their 1985 overseas package holidays by 40 per cent in response to a fall in demand (our Belfast Correspondent writes).



Not bothered up: The Prime Minister being asked by Bob Geldof, who organized the Band Aid record, why the EEC "butter mountain" was not being used for famine relief. He was among people to whom Mrs Thatcher paid tribute at the Daily Star Golden Awards in London

## Nurse died after double chin surgery

Mrs Amanda Talbot-Martin died on an operating table at Stoke Mandeville hospital, Buckinghamshire, hours after having the cosmetic surgery she had longed for, an inquest was told yesterday.

Mr Bruce Bailey, a plastic surgeon, told the inquest at Stoke Mandeville hospital how Mrs Talbot-Martin, a nurse, aged 27, had begged him to remove her double chin after suffering taunts about her appearance.

When he first met her in December 1980 "She had an ugly nose and a heavy jaw so that instead of looking like a young girl with a clean jawline she looked like an elderly dowager".

"She said she was being

teased about her facial defects and had developed a stammer and as a result lost her confidence", Mr Bailey said. "She felt her appearance was abnormal and in a strict sense this was not cosmetic surgery."

The first operation in May 1981 to improve her nose was successful, but the teasing did not stop, and after several requests she was admitted to Stoke Mandeville hospital on January 1 this year for a second operation on her chin. He heard a few hours later that Mrs Talbot-Martin had died after a drainage tube had become blocked.

Mr Rodney Corner, the Buckinghamshire coroner, recorded a verdict of death by misadventure.

## Award for gun raid hero

Mr Ian Duncan, a former rugby player, who blocked a gunman's escape after armed police had foiled a £430,000 raid, was awarded £250 at the Central Criminal Court yesterday. The gang he helped to capture was given jail sentences of up to 12 years.

Judge Abdala, QC, said Mr Duncan, aged 35, had acted with promptitude, summing up a situation which must have been a most alarming one.

Mr Duncan, an executive

officer with the Central London Polytechnic, told the court: "I saw some (men) carrying large batons and one had a sledgehammer. My reaction was to try to stop the man."

Chifford Hobbs, aged 25, decorator of York Way, Holloway, north London, was jailed for 12 years after admitting conspiring to steal from a Centurion security van as guards were about to put £391,000 down a chute outside the BBC's Broadcasting House.

## Temporary time warp for Dr Who

By David Hewson

The BBC's 22-year-old time-travelling series, *Dr Who*, has become the latest victim of the new broadcasting broom. Mr Michael Grade, controller of BBC 1.

Colin Baker, the actor who plays the show's mercurial star, was told yesterday morning that the next series is to be postponed because of a shortage of studio space and production funds. It will not be seen on British screens until the autumn of next year.

The news, broken to production staff on Tuesday, rapidly spread to the Doctor Who Fan Club, which protested to the BBC. There were signs within the corporation that the decision was ill received. *Dr Who* has been a consistent audience-winner since 1963 and is now into its sixth leading actor. The present series ends on March 30 and the programme was due to return next January. But filming is to be delayed until the 1986 financial year.

A rest for the show will not affect its profitable worldwide sales to an audience of more than 100 million.

International audiences, most importantly those in the US, are several series behind British viewers. The BBC is acutely aware of the *Dr Who*'s profitability overseas, and the doctor's latest companion is an American.

Mr Grade, who made the decision on postponement, was on a skiing holiday in France yesterday and unavailable for comment. The BBC said: "We intend to make a lot of new drama this year and we cannot afford to do that and *Dr Who*. The BBC is committed to the future of *Dr Who* and there is no question of the series's being axed."

## Guidelines on Aids for prisons

New guidance and information on Aids has been issued to prison staff and inmates, Mr David Mellor, Under Secretary of State at the Home Office, said yesterday.

The advice, expanding on guidance issued to staff last May and earlier this month, is aimed at calming anxieties on the illness and guiding medical staff on methods of dealing with any outbreak. It describes the symptoms of the disease, identifies the established high-risk groups, including homosexuals and intravenous drug users, and emphasises the need for investigation, should the illness appear.

"Representatives of the Directorate of Prison Medical Services are visiting establishments where there is particular concern about Aids", Mr Mellor said, in a written reply in the Commons. Prisons to be visited were not identified.

Government health experts have told Church leaders that the possibility of infection with Aids virus by use of the "common cup" in Holy Communion services is negligible, (our Religious Affairs Correspondent writes).

## PC rejects rape claim

A police constable said to have raped a woman in a police station cell told a stipendiary magistrate in Manchester yesterday that the allegation was a lie.

Jacqueline Berkeley, aged 21, from Haydn Avenue, Moss Side, is accused of wasting police time by claiming that she was raped by two police officers after her arrest during a street fight.

Police Constable Anthony

## Tory anger on treatment of remand prisoners

By Frances Gibb

Penal practice for prisoners on remand in England and Wales is condemned as an "affront" to justice in a pamphlet published by the Tory Reform Group yesterday.

Conditions which amount to "overcrowding and squalor" make a mockery of the principle that such prisoners are innocent until proved guilty, it says.

Remand prisoners - those awaiting trial or sentence - suffer no better treatment, and sometimes have worse treatment, than convicted and sentenced prisoners.

The conditions are an affront not only to the nation but also to the values of the Conservative Party, the pamphlet says. Many Conservatives, and others, have adopted a model of criminal justice based on "retribution, deterrence and retaliation".

The group calls for a new Charter of Rights for remand prisoners, which would include: abolition of cell-sharing; less time confined to cells; facilities for occupation, recreation and education; and improved visiting rights.

It urges "the executive" to widen its thinking to include a deeper concern for real justice.

"We feel sure that many of our children's children will look back upon the penal system of 1984 with the same reading Dickens or Dostoevsky."

The remand prisoner suffers long periods in custody, sometimes six months or more, damage to job and housing prospects and damage to personal relationships, the group says.

The crisis is one for the taxpayer, it adds. The cost of remand imprisonments is estimated at £250 a week a prisoner or £100 million a year.

Of the 7,651 remand prisoners in England and Wales in 1983, a total of 6,002 were untried. From 1972 to 1983 the remand sector rose by 63 per cent, against a 13 per cent growth in the whole prison population. More than 40 per cent of those remanded in custody do not receive a custodial sentence.

In a foreword to the pamphlet, Mr John Wheeler, Conservative MP for Westminster North, says: "By far the most practical way of dealing with this scandal is to introduce a statutory time limit for a period from arrest to trial". He welcomes the study that has been set up by the Home Office on arguments for and against such a proposal.

*Prisoners on Remand* (Tory Reform Group, 9 Poland Street, London W1V 3DG; £2).

## Ford denies cheating over diesel

By Clifford Webb

Ford clashed with the RAC last night over its claim that British motorists are being "cheated" into buying expensive diesel-engine cars as the answer to cheaper motoring.

The latest edition of the RAC magazine, *Road and Car*, said: "Manufacturers are queuing to unload more diesel variations, accompanied by convincing claims of better economy, more reliability and ever-increasing sophistication. But the motorist should be wary of any tendency to talk a bad into a trend that might turn into stampede."

An accompanying press release went further, using the word "cheated". Ford replied: "We are not in the business of cheating. We deal in facts."

Sales of diesel cars doubled in Britain last year with Ford playing the leading role. Experts believe that British diesel sales will double again this year.

But the RAC says that the motorist is at the mercy of fluctuating diesel fuel prices. "Diesel boomed in the United States when the Government preached energy saving, and it was 10 per cent cheaper a gallon at the pumps. But sales have slumped now that diesel costs the same as petrol. Beware of costly U-turns ahead here."

Price parity between the two fuels has also been reached in Britain in the past two weeks.

Continental governments discriminate heavily in favour of diesel. It is half the cost of petrol in Italy, 40 per cent cheaper in Spain and 25 per cent cheaper in France.

## Courses for 'micro-shy' executives

A computer college which opened in London yesterday is offering courses to executives whose computing skills are inferior to those of their staff and even of their children.

The courses, which cost £550, will allow executives to attend the college for private tuition in their spare time.

Sir David Pitblado, chairman of Davies Educational Services, which runs the college, said at the launch: "The sad thing is that not only can senior executives not play computer games with their children, they are totally dependent on subordinates, when using the technology, to plan and forecast company budgets, sometimes amounting to millions of pounds."

● A £6 million computer centre has been opened in London by Falisafe, which offers back-up facilities to clients prepared to pay up to £200,000 a year. In the event of disaster, all the computing for a company would be transferred within four hours.

## IRA support denied at bomb trial

An Irishman's support for the republican movement Sinn Féin did not link him with the IRA, a Central Criminal Court jury was told yesterday. Thomas Quigley, aged 29, an alleged member of an IRA bombing team, has denied belonging to the Provisionals but admitted doing "voluntary work" in Belfast for Sinn Féin.

In his closing speech, his defence counsel, Mr Michael Mansfield, protested about the statement by the counsel for the prosecution, Mr Roy Amiot, that Sinn Féin was the IRA's political wing.

"It is about as relevant as saying that the Conservative Party is the political wing of the SAS."

Quigley, and Paul Kavanagh, aged 29, both from Belfast, are accused of belonging to the IRA unit responsible for a month of bomb attacks in London in 1981.

They deny between them 10 terrorist offences, including two murders and one attempted murder.

The trial continues today.

## Two jailed for fake scent conspiracy

Two men were jailed yesterday and a third received a suspended prison sentence for their parts in a plot to flood shops with £7 million worth of fake perfume and aftershave.

Stephen Jory, aged 35, Roy Pain, aged 38, and Christopher Hawkins, aged 35, were caught after Mr Vincent Carratu, a

private investigator, joined fraud squad detectives.

Jory, an unemployed van driver, of Paragon Road, Hackney, east London, was jailed for three years after he admitted three offences of conspiring to contravene the Trade Descriptions Act and an offence of offering to supply fake aftershave.

Hawkins, a stallholder of Sharrards Way, Barnet, Hertfordshire, was given a four

month prison sentence suspended for twelve months after he admitted offering to supply fake scent.

Robert Voles, aged 33, a printer of Ley Street, Ilford, Essex, and Raymond Young, aged 27, a fish porter, of Churchill Terraces, Chingford, Essex, were acquitted of conspiring to contravene the act.

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First complete year following reorganisation into two groups - Industrial and Agricultural

**1979**

**£10.8m**

Total equity of Sterlin Limited acquired.

**1980**

**£12.1m**

Acquisition of major shareholding in Furmanite International Ltd.

**1981**

**£15.1m**

Acquisition of European laboratory glassware business of Corning Ltd.

**1982**

**£18.4m**

Both Industrial and Agricultural Groups strengthened by investment and acquisition.

**1983**

**£21.4m**

Record profits for the ninth successive year.

Two major acquisitions:

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# Britain pressing US to maintain free trade

## PROTECTIONISM

Mr Norman Tebbit, Secretary of State for Trade and Industry, said he hoped Britain would be able to continue to persuade the United States that her own interests, as much as those of the rest of the world, lay in free trade.

He told the Commons that the United Kingdom, through the European Commission, challenged protectionist measures in other countries and upheld its rights under the General Agreement on Tariffs and Trade.

We support proposals (he said) for a new GATT round which will play an important role in reinforcing the open trading system. We also press for freer trade in our regular bilateral contacts with other governments.

Mr Alan Howarth (Stratford-on-Avon, C) asked what equally robust advice Mr Tebbit would give to those in the United States who were

advocating a 20 per cent import surcharge as a means of coping with the balance of payments problem.

Mr Tebbit said it would be most regrettable if industry in the United States sought to solve difficulties, which had been made in the United States, at the expense of the rest of the world.

Amid laughter he added: Indeed, in the case of an industry like the United States steel industry, they have a way to go in changing some rigidities.

Mr George Park (Coventry North East, Lab) not all countries take such an upright approach as Mr Tebbit does. This operates against our exports.

Mr Tebbit: Few governments, few people, have such an upright approach as I do.

Mr Paddy Ashdown (Yeovil, L) asked if Mrs Thatcher had discussed in Washington the question of the 20 per cent import surcharge and, if so, with what results. If British goods were to be included, it would

be another indication that the Prime Minister's visit had more to do with an ego trip for her than with any benefit for Britain.

Mr Tebbit: Mr Ashdown's trouble is that every time he gets to his feet he is on an ego trip.

Had Mr Ashdown listened to Mrs Thatcher yesterday he would have heard that she raised with the American administration threats of protectionism which had arisen.

Even in the perhaps rather overheated atmosphere of an American election last year, the administration and the President were robust in resisting calls for protectionism. I hope they will stay that way.

Mr Jeremy Hanley (Richmond and Barnes, C) said Mr Tebbit should not throw away protectionist measures by which Britain's own exporters could, perhaps, get some protection.

Mr Tebbit said he was not a believer in unilaterally doing away with protectionist measures.

# Overseas miners benefit

## COAL IMPORTS

Coal and oil imports in 1984 amounted to £8.5 billion, Mr Norman Lamont, Minister of State for Industry, told the Commons in answer to a question about the coal dispute from Mrs Ann Clwyd (Clyon Valley, Lab).

She asked if the Central Electricity Generating Board was acting legally in running up a debt of £2 billion? How would it finance this enormous deficit?

We should be discussing the issue in the House (she said) on figures presented by the Government rather than through leaks in the press.

Mr Lamont said CEBG matters were for the Secretary of State for Energy (Mr Peter Walker).

On the miners' strike (she continued), I hope Mrs Clwyd will add her voice to those urging a return to work to get this ghastly strike over.

Mr Kevin Barron (Rother Valley, Lab) in the last year because of changes in the dollar-sterling exchange rate, coal imported by British industry has risen almost 50 per cent in cost.

Many of the pits being classified by the Government as uneconomic were now economic because of this.

Mr Lamont: We do not want to have to import coal and we want an internationally competitive coal industry. But it seems that some Labour MPs, Mr Scargill and his friends are determined not to protect British jobs but to destroy them and to protect the jobs of American, Australian and German coal miners - those from whom we have had to import that coal.

Sir Anthony Meyer (Clyon North West, C) The aid that the Soviet Union has given to maintain the coal strike here is just about the best investment that Russia has ever made because it has enabled them to sell extra substantial amounts of coal.

Mr Lamont: I know that. Fellow socialist workers of the Soviet Union and Poland seem to have taken maximum advantage of the situation.

Mr Ian Wigglesworth (Stockton South, SDP) said the tragedy of the dispute was that Britain's balance of payments could have benefited enormously from increased coal exports if there had been security of supply and an increasingly competitive industry rather than one being dragged down by uneconomic pits which were making prices too high.

# British exports recovering well

## MANUFACTURES

British manufactured exports were now recovering very well, Mr Norman Tebbit, Secretary of State for Trade and Industry, said during Commons questions.

There had been an 8.5 per cent increase in the volume of export manufactures in 1984 compared with 1983 and that was not a bad performance, he said, adding that the outlook was very good according to the recent report by the CBI.

Mr William Hamilton (Fife Central, Lab) had asked if Mr Tebbit agreed that one of the main reasons that the UK's proportion of world trade in manufactured goods was decreasing was that since 1979 investment in manufacturing industry had gone down by about 30 per cent.

It was deplorable that in 1984 alone Britain had imported £4,000 million worth more of manufactured goods than it had exported.

Mr Tebbit replied: It is boring to teach Mr Hamilton basic economics when he is not yet ready to learn them. I have heard him express sympathy for the cause of the less developed world and newly industrialised countries. I would have thought he understood that as they come into the world of making manufactured exports, it is inevitable that the share of some other countries will be reduced.

Mr Gary Waller (Kilgobbin, C) Our share of world manufacturing markets is being threatened seriously by the barriers other countries may raise against us.

When he considers a successor to the multi-fibre arrangement, will he take seriously the fact that the US has a considerable tariff barrier against imports into that country and if the EEC were to get rid of quotas without commensurate US action, this would have serious consequences for our industry and employment within it.

Mr Tebbit: Yes, I will, but my task in combating protectionism in the

US, particularly in textiles, will not have been made any easier if I had not got there. I find some Conservative MPs quoted and I am told there is a most robust defence of protectionism to be made and it is members of the Government party who make it.

Mr Bryan Gould, an Opposition spokesman on trade and industry: It is not developing countries but Japan, Germany, France and Italy which have taken our share in manufacturing.

Mr Tebbit: What matters is not the balance on any particular sector or with any particular trading partner but the overall balance of trade. We have just had our fifth year running with a surplus on current account. That is unsurpassed since 1945. (Labour shouts of "Oil")

Mr Stanley Crowther (Rotherham, Lab) The establishment of Sheffield Forgemasters - code named Phoenix 2 - has been a disaster for not only for the British Steel Corporation, but the private sector company involved. Phoenix 2 is not going to happen.

Mr Tebbit: There is no guarantee of success merely because of privatization, but it is the very lack of guarantee which makes success far more likely. Certainly there was no guarantee of success for the firms

## Waller: Considerable US tariff barriers

I suspect that in 20 years' time the Labour shadow spokesman on trade will be sitting there saying that the decline in our oil exports marks a total disaster for the British economy, and if my successor says "Look at our manufacturing exports" that will be dismissed as irrelevant, because the one thing the Labour Party do not like is good news. That is one reason why they have not quoted the latest CBI report on exports and manufacturing exports in particular.

# Firms returned to private sector doing very well

## PRIVATIZATION

In general all the businesses which the Government had returned to the private sector had been doing very well, Mr Norman Tebbit, Secretary of State for Trade and Industry, said during Commons questions.

Asked if he was satisfied with the performance of those businesses, he said: Not merely satisfied, but pleased and encouraged.

He hoped the Secretary of State for Transport would make a statement in the not too distant future which would pre-empt the launching of British Airways back into the private sector.

Mr Neil Hamilton (Tatton, C) Could he confirm that all businesses that his Department has returned to the private sector have improved their performance as a result? As they therefore makes jobs more numerous and secure, we look forward to his pressing ahead with privatization in other areas.

Mr Tebbit: Yes, in general all the businesses which have been returned to the private sector have been doing very well.

Cable and Wireless, British Aerospace, Jaguar, Tyne Ship-repairers, Allied Steel and Wire, James and Cook Shipyard.

For example since privatization Cable and Wireless profits have nearly tripled. The Government's income from our 23 per cent holding is now roughly the same as when we were sole shareholders and our 23 per cent stake now has a stock market valuation of over £500 million. This is a little more than the stock market valuation of the whole company which was over £500 million.

Mr James Hill (Southampton West, C) Will he give an update to the House on privatization of British Rail?

Mr Tebbit: As we so closely approaching the further sale of shares in British Aerospace I think it would be wise for me not to say anything about that matter without careful consideration.

Mr Stanley Crowther (Rotherham, Lab) The establishment of Sheffield Forgemasters - code named Phoenix 2 - has been a disaster for not only for the British Steel Corporation, but the private sector company involved. Phoenix 2 is not going to happen.

Mr Tebbit: There is no guarantee of success merely because of privatization, but it is the very lack of guarantee which makes success far more likely. Certainly there was no guarantee of success for the firms

concerned in either Sheffield Forgemasters or the possible participants in Phoenix 2.

There is no guarantee of success if these companies stay in the public sector and he has characterized the decision to transfer Allied Steel and Wire which lay by far the biggest privatization and is extremely successful.

Mr David Allen (Liverpool, Manxley Hill, L) complained about British Telecom's purchasing policy in their decision to buy certain equipment from abroad and said: The long-term interests of British Telecom should be put before the interests of private profits.

Mr Tebbit: Yes, that is why it is wise to put these firms back in the private sector where such long-term considerations are not distorted by short-term political considerations.

Mr Geoffrey Robinson, an Opposition spokesman on trade and industry: The decision of British Telecom to purchase an alternative switching system to that of System X from an overseas manufacturer is



Tebbit: Pleased and encouraged

having damaging consequences for United Kingdom telecommunications manufacturers, European collaboration and future prospects for System X itself.

Will he face up to his responsibilities? It is a matter for his attention under the 1984 Telecommunications Act in which he may have a general direction to the Director General of OfTel to investigate the reasons for and the need for BT to take this decision.

Mr Tebbit: BT has a prime duty to serve its customers. It is of vital economic importance. That is one of the reasons why new companies are coming back from overseas to the City of London to enjoy good telecommunications facilities.

# VE Day plea for Hess

## HOUSE OF LORDS

A suggestion that Rudolf Hess should be released from Spandau Prison - a code named Phoenix 3 - has been a disaster for not only for the British Steel Corporation, but the private sector company involved. Phoenix 2 is not going to happen.

Mr Tebbit: There is no guarantee of success merely because of privatization, but it is the very lack of guarantee which makes success far more likely. Certainly there was no guarantee of success for the firms

as a gesture of peace and good will? Lady Young, Minister of State, Foreign and Commonwealth Affairs, said: It would not be right for me to give an undertaking to make a further approach on a specific occasion, but we, as successive British governments have done, argued for Herr Hess's release.

Marriage Bill

The Valeriy Hill and Alan Monk (Marriage Enabling) Bill, which allows Mrs Hill to marry her son-in-law, was read a second time in the Commons.

# Peers ask for more assistance

## REFUGEES

A refugee was like every other human being and deserved the same care and courtesy, Viscount Brentford (C) said in making his maiden speech in a Lords debate on the situation of refugees in the third world.

Lord Brentford said that with registering refugees should humanize and simplify registration procedures wherever possible, he said. A great deal of mental suffering could be caused by those procedures.

There was a need for more training of people managing refugee programmes at grass roots in the countries where there were refugees. Such training would enhance the capacity of host countries to cope with the influx of refugees and the refugees in them.

Lord McNair (L) said that in some ways, for all their plight, refugees might be relatively lucky. They could be few or many, they could be relatives and friends left behind.

Lord Soper (Lab) said those who slavishly regarded God as having predestined certain people to certain places were entirely irresponsible and were not helping the refugees in the Christian faith. The Christian Church had a dominant and proud authority over parts of the world to which it had no right whatsoever.

Lord Chelmsford (Ind) said even among refugees there was a second class of person, those who were not even afforded the protection of the United Nations 1951 Convention

state and towards something which belonged to world government. The Bishop of Winchester, the Rt Rev John Taylor, said too many mistaken assumptions were made about the needs of refugees. Too often those trying to help assumed they knew what the refugees wanted and often they were wrong.

There was also often assumed that poor nations were not good at organizing and that paupers were incapable. Neither assumption was the remotest basis of truth. The refugee camp was no solution to the problem. The answer was to make use of the potential of these refugees, many of whom were highly qualified.

Lady Ewart-Biggs (Lab) said the catastrophe facing the Sudan was an unprecedented situation because the rich countries were aware of what was happening but were doing nothing near enough to avert it. Much greater financial response was called for from the governments of the richer parts of the world.

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# Councils allowed to keep more of their receipts

## LOCAL SPENDING

Local authorities would be allowed to keep the receipts from the sales of homes they built themselves and when buying a property for resale, Mr Ian Gow, Minister for Housing and Construction, announced in the Commons during a debate on local authority capital expenditure.

Mr Gow said some local authorities and Conservative MPs had expressed concern at the proposals, announced in December, to reduce the proportion of capital receipts which a local authority might use in a year from 40 per cent to 20 per cent.

We have decided therefore (he said) that it is better to make a concession in the case where a local authority incurs capital expenditure for low-cost home ownership and then disposes of the home immediately.

Local authorities would be able to retain 100 per cent where they bought a property for resale, when building for sale, and when arranging for a developer to build under license.

These moves would help first-time buyers by encouraging the building of starter homes.

When asked by Mr John Heddle (Mid-Staffordshire, C) if the proportion was likely to be cut again if councils continued to overspend, Mr Gow replied that the prescribed proportion would be kept under immediate review.

He pointed out that Mr Patrick Jenkin, Secretary of State for the Environment, was having discussions with local authority associations and the Treasury to see if there was a better way of controlling local authority capital expenditure.

Mr Jeffrey Roeker, an Opposition spokesman on the environment, opened the debate by moving an Opposition motion calling on Mr Patrick Jenkin, Secretary of State for the Environment, to review his proposals to reduce the proportions of capital receipts which a local authority might use in a year.

The motion noted the existence of local authority accumulated reserves of capital receipts of about £5,000 million. Mr Jenkin's acceptance that they belonged to local authorities, the existence of housing and infrastructure need and the continuing need to create new jobs and sought to restore the proportion of housing receipts which might be used to 40 per cent and of other receipts to the level before his statement of December 18, 1984.

Mr Roeker said that in discussion with him, building employers and master builders had put the new cut of December on capital spending at the top of the agenda.

The Government attack on local authorities affected businesses and jobs in the private sector.

The Government was spending £25 million to save three state houses. He was in favour of saving the heritage but for millions their unit home was their only heritage.

In the best year of this Government, there had been 314,000 housing starts. 30,000 less than in the worst year under the last Labour Government.

Builders were expressing concern that if there was a low number of starts they would be faced in the next decade with a return to non-traditional system building.

The Prime Minister's own local authority, the London Borough of Barnet, had made clear it was dependent on capital receipts for 50 per cent of its housing and home improvements programme.

There was massive unemployment for improvements in the private sector. The Government was ignoring this by imposing further cuts on capital receipts.

The Government had admitted that it did not know how capital receipts had been used. It further admitted it had no information on the level of unspent receipts.

The Government knew that due to its low building programme overall, its low slum clearance rate and the decline in improvement grants the nation had a crisis on its hands. The House could make a start to stop that today.

Mr Gow moved an amendment to the Opposition motion welcoming the Government's determination to keep next year's local authority capital expenditure within the total provided in the Autumn Statement, approved by the House on December 6, 1984.

The amendment noted the existence of local authority accumulated reserves of capital receipts of about £5,000 million and the Secretary of State for the Environment's acceptance that these reserves belonged to the local authorities. Housing and infrastructure needs were, it said, reflected in the gross provision of more than £4,000 million for capital spending in 1985-86.

Mr Gow said the Government's policies on local authority capital expenditure struck a necessary balance between the needs of local authorities and what the nation could afford.

These policies were part of wider strategy to reduce inflation and to sustain economic growth.

Other governments, including the Labour government, had set out the road they knew was necessary if they were to restore honest money and sound finance. What mattered this Government got from its predecessors was that where the Government would keep its nerve. Where others failed, the Government had the determination to succeed.

Mr Nicholas Winterton (Macclesfield, C) said he intended to abstain in the vote because he did not understand the logic behind the Government's decision on capital expenditure and capital receipts of local authorities.

His decision to abstain was also tied up with the rate support grant settlement which heavily penalised Macclesfield borough council. Macclesfield was going to have to increase the rates by some 12 per cent - 9.6 per cent of the Government's decision on capital expenditure and not honouring commitments given at last year's rate grant settlement.

Mrs Betty Boothroyd (West Bromwich West, Lab) said the latest savage exercise in voodoo economics was dictated by inflexible Treasury dogma. It was a gross over-reaction to the amounts involved rather than the quality of its use or the public need.

The draconian cuts flew in the face of a Government which came to office with the promise of a balanced budget and a better housing market.

Mr John Heddle (Mid Staffordshire, C) said he was appalled by the Government's intention of restricting the country's overdraft, but there were elements of contradiction in the Government's amendment to the Opposition motion.

Building more council houses did not reduce waiting lists. The only way to reduce the housing crisis was to make better use of the existing stock.

Mr John Cartwright (Woodwich, SDP) said tenants would find it hard to understand why they should have to live in sub-standard conditions when local authorities had the cash to tackle the problem. It was all about the Treasury's inflexible adherence to incomprehensible economic dogma.

Mr Michael Howard (Folkestone and Hythe, C) said he failed to see how the Government could justify its policy to restrict the country's overdraft, but there were elements of contradiction in the Government's amendment to the Opposition motion.

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## Boothroyd: Exercise in voodoo economics

In 1984 198,000 homes had been built, 150,000 in the private sector. Local authorities were likely to overspend by £650 million this year: next year it could be as much as £1 billion.

The Government's right-to-buy policy had been an outstanding success and 800,000 local authority and other publicly-owned homes had been sold since the Conservatives took office.

In the last year of the Labour Government, spending on improvement grants was £300 million compared with £300 million in the last financial year and an estimated £750 million in the current financial year.

Of course he understood that the reduction in the prescribed proportion of housing receipts was a

rough measure. But keeping public spending within the limits decided by the Government and approved by the House was a tough business.

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## Fluoridation discussions in public

Consideration of the remaining amendments for the report stage of the Water (Fluoridation) Bill was adjourned in the Commons in the early hours of today.

After nearly eight hours of debate MPs had considered only four new clauses and one amendment to the Bill, which would allow health authorities to seek to increase the fluoride content of water within specified areas.

Mr Kenneth Clarke, Minister for Health, accepted the principle of a new clause which would oblige health authorities to open to public discussion on fluoridation to the public. He said the Government would introduce its own amendment to the Bill on this in the Lords.

Parliament today

Commons (2.30) Debate on Welsh Affairs. Lords (3): Prosecution of Offences Bill. Third reading. Debate on extension of pensions and benefits.

# Serious impact on railway jobs

## COAL DISPUTE

Mr Norman Tebbit, Secretary of State for Trade and Industry, was urged in the Commons to meet the TUC again to discuss problems in the coal industry.

The request came from Mr Geoffrey Lofthouse (Pontefract and Castleford, Lab) who said Mr Tebbit could perhaps explain to them why he had no plans to encourage jobs in mining communities which the Government was trying to destroy.

Mr Tebbit might also, he said, tell Mr Norman Willis, TUC General

Secretary, what prospects there were for areas where 42 per cent of all those aged 15 years and over were young miners whose only crime had been to be in a coal mine and to pierce morsels of coal and lose their jobs.

Mr Tebbit: I am sure that if the General Secretary wishes to come and discuss these matters with me, he will get in touch with me.

Mr Sir John Heddle (Glanford and Southwold, C) If Mr Tebbit does not want to encourage jobs in mining communities which the Government was trying to destroy, he should perhaps explain to them why he had no plans to encourage jobs in mining communities which the Government was trying to destroy.

Mr Tebbit might also, he said, tell Mr Norman Willis, TUC General

costing British Steel Corporation £3.3 million a week.

What effects will this continuing policy have on railwaymen's jobs?

Mr Tebbit said if some railwaymen continued blacking coal trains it would have a serious effect on jobs of railwaymen and on the finances of British Rail.

So railwaymen whose jobs were being put at risk would do well to have a word with their own union leaders (he said) to put them straight and remind them that their jobs are at risk unless they are what is in the interests of the membership.

## Labour and the unions

Labour ministers might use their "persuasive" influence over employers who receive state contracts in order to resolve union complaints.

Mr Mortimer said: "The significance of such a provision would be not that it established a statutory financial sanction - which would almost certainly lead to undesirable judicial intervention - but that it sought to establish a norm of good industrial relations practice which some originally offending

# Call to reconstruct legal immunities

## Political Correspondent

Labour leaders are being asked to consider the reconstruction, when the party returns to office, of all the trade unions' legal immunities which have been demolished by the Conservative Labour laws. Those include legal protection for strike in breach of contract, for action taken in sympathy with other workers, or for industrial action or which

affects the business of an innocent third party.

But an internal party document produced by Mr James Mortimer, retiring party general secretary and former chairman of the Advisory, Conciliation and Arbitration Service, also argues that the unions may need further "supporting measures" to bolster their organisation and collective bargaining under a Labour government.

He suggests, for example, that

employers might be persuaded to follow.

The Labour Party is firmly committed to the repeal of the Employment Acts, 1980 and 1982, and the Trade Union Act, 1984 describing them as "designed to weaken both the industrial and political strength of trade unionism", but it has not so far decided on the policy to fill the gap that would be left.

Mr Mortimer says the choice is between a reconstruction of immunities and the creation of union rights. The balance of his argument favours immunities.

"The assertion and definition of statutory rights has the apparent attraction of providing a framework of readily understood rules.

"Thus such a framework of rights might include the right to organize in a trade union, to bargain collectively, to strike, to seek and to provide solidarity action, peacefully to demonstrate and to seek to persuade others in the course of a dispute.

However, he points out: "The interpretation of these rights falls to the courts. The almost universal experience of other countries is that the courts come to see it as their duty to lay down the limits of these rights. Judicial interpretation may be very different from that intended by the legislature."

# Cardinal's call for new conversion

## By Clifford Longley Religious Affairs Correspondent

The conversion of Europe to Christianity has to be started again as if it had never happened. Cardinal Basil Hume, Archbishop of Westminster, said in Westminster Cathedral last night.

Cardinal Josef Glemp, Primate of Poland, Cardinal Lustiger, of Paris, Cardinal König, of Vienna, about forty bishops, six of them Anglican, heard the cardinal.

Cardinal Hume was speaking as president of the Council of European Bishops' Conference at a mass to celebrate the 1,100th anniversary of St Methodius. The congregation included representatives of national groups.

The council itself, in which all European bishops are represented, had to become a "chosen instrument" for the reconversion of Europe, Cardinal Hume said.

Each individual national part of the Roman Catholic Church had to lift its vision beyond local boundaries to consider its responsibility to the whole continent, he said.

"Our continent today is sadly and cruelly divided. A political chasm runs through the heart of Europe. We live with tension, hostility, confrontation.

● The biography of Cardinal Glemp (Spectrum, February 21) should have shown his birthplace as Inowroclaw, not Wroclaw.

# Compromise on costs for defendants

## The Government has agreed after pressure from Opposition peers that magistrates' courts should have the power to award costs to acquitted defendants.

Lord Elton, Minister of State at the Home Office, has tabled an amendment to the Prosecution of Offences Bill, which comes before the Lords for its third reading today that would end the present position where acquitted defendants can be left to find their own costs.

Under the Bill as it stands magistrates' courts and the Crown courts will be able to award costs to acquitted defendants but only for indictable cases.

Colt sheds jobs

Colt International, the heating and ventilation company, is to make 32 of the 300 workers redundant at its plant in Havant Hampshire. The company blames the move on a £500,000 loss last year.

# Sex libel damages for actress

## The actress, singer and dancer Sharon Lee-Hill, aged 26, won substantial libel damages in the High Court yesterday over allegations in The Daily Mail that starring roles in the West End musicals Cats and Blinded by the Light were the result of her having sexual intercourse with Mr Trevor Nunn, the director.

The allegations also won substantial libel damages for Mr Nunn, chief executive of the Royal Shakespeare Company.

Mr Thomas Shields for Miss Lee-Hill, said that the present relationship between the actress and Mr Nunn, began many months after she first appeared in Cats.

Associated Newspapers Group, publishers of The Daily Mail, apologized to Miss Lee-Hill and Mr Nunn and undertook not to repeat similar libels.

● Barry Pamplin, the solicitor's clerk from Chorley, Lancashire, who dodged parking fines by registering his car in the name of his son, aged six, yesterday lost his appeal against a halfpenny libel damages award over a Sunday Express article which called him a "slippery, unscrupulous spy". The Court of Appeal rejected his application for a third trial on the issue of damages only.

# Elderly care 'needs better management'

## Its report, published yesterday, says in some local authorities, 15 to 20 per cent more services could be provided to the elderly at no extra cost and with a better quality of service.

Such an improvement could be in some authorities at least match the growth in demand for services as the number of people aged 85 are expected to rise by 30 per cent in the decade to 1991, the report says.

Managing Social Services for the Elderly (Stationery Office £4.85).

# Treasury thesis on jobless scorned

## By our Political Correspondent

It was concluded that if real wages were 1 per cent lower "than would otherwise be the case", employment "in time" could be up to 220,000 higher.

A background paper delivered to a meeting of the TUC-Labour liaison committee this week said that the process of decision-making implied by the direct link between pay bargaining and employment was bizarre.

It suggested "a spurious precision which bears no relation to the significant swings in, for example, exchange rates and interest rates, nor to the large margin of error in the public-sector borrowing requirement".

The Treasury argument, it said, showed a complete lack of

knowledge of the realities of pay bargaining in different sectors.

The TUC-Labour response was: "Unless firms were to rapidly increase their spending, demand would fall significantly. The fact that firms such as GEC are holding vast quantities of liquid assets rather than investing casts grave doubts on the Treasury's assumption."

The paper said that the Treasury had equally failed to explain where any new jobs might come from. "The most it holds out is that a 2 per cent cut in real pay growth would stop unemployment rising further, given the growth of the labour force."

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# Diplomatic flurry raises hope for fresh peace dialogue in Middle East

From Christopher Walker, Jerusalem

A flurry of diplomatic activity between Jerusalem and Cairo, more intense than anything seen in three years of the "cold peace", has encouraged speculation that efforts to revive the deadlocked Middle East peace process could soon show results.

Yesterday, Mr Shimon Peres, Israel's Prime Minister, spent an hour with the second special envoy from President Hosni Mubarak of Egypt to visit Israel within 24 hours. Earlier in the day, Mr Moshe Shal, Israel's Energy Minister, met Mr Mubarak in Cairo, and another Israeli special envoy is about to travel there.

After the talks between Mr Peres and Mr Abdul Khalim Badawi, a senior Egyptian Foreign Ministry official, an Israeli spokesman said that both sides would be intensifying contact, having recognized "the need and urgency to further the peace process".

He told reporters that Mr Peres had received a full explanation of President Mubarak's new initiative proposing talks under US auspices involving Israel and a joint Jordanian-Palestinian delegation, which was launched this week an interview in *The New York Times*. "There is no doubt that

Britain last night welcomed the initiative taken by President Mubarak (Henry Stanhope writes). "It is encouraging that practical ideas are now being put forward and we are glad to see the Israeli Prime Minister's positive response." The Foreign Office said.

"We hope it will be possible to take these interesting proposals forward. There is a need for all parties to keep up the momentum".

progress is being made," the official added.

A key element in the talks here has been the close involvement of Mr Ezer Weizman, one of the men behind the original Camp David peace negotiations. Now designated as Minister with Responsibility for Arab Affairs, he accompanied Mr Peres on his crucial trip to Romania last week, when the first secret meeting with an Egyptian envoy took place.

Mr Weizman, a former Defence Minister, was asked whether he saw the Mubarak initiative as bearing fruit. "I think so, and this is not only his initiative. An initiative is not one-sided, it requires two sides," he replied.

He added that he would not describe this as a manoeuvre but rather "as a link in a long

chain which began at the end of the 1970s with the Sadat-Begin initiative for the beginning of a Middle East peace process".

Politicians from the Likud bloc, the right-wing partners of Israel's National Union Government, have been much more sceptical about the renewed contacts, dismissing them as "a publicity stunt" containing nothing of substance. Duplicitous noted pointedly that Mr Mubarak was due soon in Washington with a large aid request.

Israeli political observers here have predicted repeatedly in recent months that any genuine advance towards peace involving talks over the future of the occupied West Bank would split the Government.

"If the Government takes steps to cut even one metre of Eretz Israel off, the Likud will not stay in the coalition for one minute," Mr Dov Shilansky, a Likud deputy said. He was referring to his belief that Israel has a biblical right to sovereignty over the West Bank.

The mystery surrounding the contacts was intensified by the unsuccessful attempt to disguise that identity of the first Egyptian envoy to arrive here. He was Mr Osama el-Baz, Mr Mubarak's closest aide and one of the architects of the recent accord between King Hussein and Mr Yasser Arafat, the PLO chief.

Journalists waiting outside the Prime Minister's residence were dazzled by Israeli search lights and jostled by security men as they tried to approach the car in which Mr el-Baz left, his hands covering his face. His desire for anonymity was unexplained although the threat of possible assassination by Palestinian radicals was seen as a possible reason.

Whatever the outcome of the renewed contacts, Israeli sources are convinced that at least they will thaw Israeli-Egyptian relations. There were reports yesterday that the chances of a Peres-Mubarak summit have improved.

● KUALA LUMPUR: A close aide to Mr Arafat, the Palestinian leader, criticized Egypt's latest proposals for Middle East peace talks, saying they represent a big concession to the US and exclude the Soviet Union from any negotiations (Reuters reports).

In an interview with the Kuwait news agency KUNA, Mr Salah Khalaf, Mr Arafat's deputy in the Al Fatah guerrilla movement, said Mr Mubarak had "offered major concessions to the US in advocating the American-Israeli stand which denied the PLO the right of representing the Palestinians".

Leading article, page 11

# French dare Israel to cross their lines

From Robert Fisk, Beirut

The battalion headquarters of the United Nations in southern Lebanon has engraved in stone beside it an intriguing motto: "We sometimes destroy, we often build, we always serve".

Over the past few days - to the surprise of no one in the UN - the French have been following an equally dogmatic policy in their dealings with the Israelis, hindering the Israelis when they have attempted to vandalize private homes,

threatening to shoot at Israeli soldiers whom they have regarded as indiscipline, and serving France rather than the United Nations.

Over each French barracks in southern Lebanon there flies a large tricolour banner and a small handkerchief-size UN flag. The symbolism is obvious and the Israelis were probably as unwise to ignore it as the UN itself.

France's 1,490 troops - the largest UN contingent in southern Lebanon - are among the toughest and best-trained soldiers serving in the UN

force and they have long resented the way in which not only Israeli troops but plainclothes and heavily armed Israeli Shin Bet agents have driven with impunity through their area of control.

When the Israelis began smashing civilian homes in their area of operations, on the grounds that the houses might have belonged to guerrillas, senior French officers received orders from Paris that they were not to permit Israeli activities contrary to UN human rights agreements. They therefore set out to

obstruct the Israeli occupation army, even telling villagers in advance when Shin Bet operatives were about to raid their homes.

Earlier this year, the French refused the Israelis permission to drive armoured vehicles into the village of Marrakeh - which by chance also serves as a base for the French contingent - on the grounds that they would not allow Israeli troops to destroy civilian property. When the Israelis insisted on entering the village, the French laid a tricolour flag on the road

outside the village and said they would kill the first Israeli to drive over it. The Israelis reportedly retreated.

More recently, French troops became involved in a fist fight with Israeli soldiers who wanted to bulldoze a civilian home in their area. Only a few days later, the Israelis fired live rounds over the top of a French UN convoy on the Litani river. The French responded by threatening to drive through the Israelis by force unless they gave way. The Israelis then let the French through.

# Bonn angry at Polisario downing of plane

Bonn (Reuters) - West Germany strongly condemned Polisario guerrillas for shooting down on Sunday a West German private plane over the Western Sahara, killing three explorers.

A Foreign Ministry spokesman said Bonn "regards the shooting down of a civilian aircraft as an inexcusable act of violence". It stressed that it had always taken a neutral stance on the Western Sahara question.

Polisario, waging a guerrilla war with Morocco for control of the desert territory, said in a communiqué that it shot down the Dornier 238, which had completed a South Pole expedition and was on its way from Dakar to the Canary Islands. Polisario said the plane was "identical to reconnaissance aircraft used by the Moroccan Army".

# Barbie burnt by chemical

Lyons (AP) - Prison sources here said that imprisoned Nazi war criminal Klaus Barbie, whose mouth was burnt when he took his daily medication, had been given a sodium silicate compound used to clean floors.

The prosecutor said it was a genuine error, though Barbie's lawyer alleged it was intentional. Barbie immediately spat the substance out.

# Madrid bomb injures six

Madrid (Reuters) - A bomb explosion ripped through a travel agency in a Madrid shopping centre, injuring at least six people. Police said the bomb caused extensive damage to about a dozen other shops in a shopping mall.

Two bombs also exploded on the Franco-Spanish frontier in Irún, damaging two French lorries but there were no injuries. The Basque separatist group ETA was suspected.

# Soviet charge

Moscow (AP) - The Soviet dissident Vyacheslav Bakhrin, arrested last Friday in Kaliningrad, has been charged with "hooliganism" and risks a five-year prison term, a dissident source said. Mr Bakhrin, a computer technician, is a founder of the "Committee of Inquiry" into the use of Soviet psychiatry for political purposes.

# Tanker strafed

Manama, Bahrain (AP) - Three Iranian fighters strafed a Greek-owned supertanker, the 123,648-ton Captain John Livanos, in the Gulf off the coast of Qatar, marine salvage sources reported. The planes used only their guns and damage was minimal.

# Border escape

Klagenfurt, Austria (Reuters) - Yugoslav guards opened fire along the frontier with Austria to stop two East Europeans from crossing illegally, Austrian police said. One, a Hungarian, was arrested by the Yugoslavs but the second, a Romanian, got into Austria.

# Final gesture

Paris (Reuters) - Marguerite Liegeois, aged 73, a founding member of the Association for the Right to Die with Dignity killed herself after detecting a decline in her capabilities, the association announced.

# Flying dwarf

Sydney (Reuters) - "Wee Robbie" Randall (4ft 11in tall) flew nearly 10ft through the air with the greatest of ease to give a 21-year-old club bouncer victory in a dwarf-throwing contest condemned by the Little People's association and politicians.

# Lebanese and Israelis frontline shoot-out

From Robert Fisk, Beirut

For the first time since 1948, the Middle East's undeniably strongest and undoubtedly weakest armies came into conflict yesterday when Israeli and Lebanese troops shot at each other in a 90-minute confrontation in southern Lebanon.

Lebanese reports said last night that an Israeli armoured column, including several Merkava tanks, retreated across the front line south of Sidon when Lebanese soldiers fired rocket-propelled grenades and heavy machine-guns at the Israeli troops.

According to the Lebanese Army command in Beirut, Lebanese Government troops opposite the Israeli front line observed an Israeli foot patrol approaching the village of Kawthar, as-Sayid - outside the Israeli line - just after midnight and fired several bullets into the air to warn them off.

Shortly afterwards, a column of tanks and armoured personnel carriers moved towards the

village and the Lebanese troops were reported to have fired at them.

The Lebanese command, anxious to boost the morale of the weak army, could well have been guilty of some hyperbole, but a Lebanese correspondent, Mr Ahmed Maanash, who works for the prestigious *Al Nahar* newspaper in Beirut, said later that he saw the Lebanese soldiers firing with rocket-propelled grenades after they came under Israeli tank fire.

The confrontation demonstrated just how far Israel's hopes in Lebanon have been destroyed. Less than two years ago, Israel and Lebanon were signing an unofficial peace treaty together and contemplating an end to all hostility between them. Not since 1948 has the Lebanese Army been in action against Israeli soldiers.

Meanwhile, Israeli troops turned back two Western correspondents from Beirut who tried to enter southern Lebanon yesterday.

# Kohl solves Bonn's dilemma

From Frank Johnson, Bonn

Chancellor Helmut Kohl, in a speech on "The state of the nation" to the Federal Parliament in Bonn, yesterday set the tone which the West German Government will try to maintain throughout the impending anniversary of the end of the Second World War.

What the tone should be has been the subject of much debate and some agonizing among politicians and others, as the anniversary has neared. Herr Kohl yesterday resolved the problem by emphasizing the opportunity which defeat gave for Germans to found a state built on free institutions and the rule of law. "The 40th anniversary of May 8, 1945, reminds us of the way of the precious value of freedom and the responsibility for the preservation of that freedom and of peace," he said.

"This is a day of self-reflection, a day of remembering and sadness as well as a day of gratitude and hope. We mourn the victims of despotism, racism and total war. With this sorrow is mixed shame for the crimes which were committed in the name of Germany."

The term "state of the nation", which was how the speech was described in advance, is understood by a conservative administration such as Herr Kohl's to mean the German nation as a whole. East and West. So Herr Kohl began the speech by saying: "German people for unity in freedom. Whether 40 years ago or today freedom remains the kernel of the German question."

# Woman detective gets a proposal - and an arrest

From Christopher Thomas, Washington

Kim Paris, an attractive young private detective, befriended a suspected murderer for more than two months, got him to propose, got him to confess and got him arrested. It was her first criminal case.

Miss Paris told her "boyfriend" to bare his soul before she would consider his marriage proposal. David West, aged 28, said he had killed a prominent Houston lawyer and the lawyer's wife in 1982 - supposedly a contract killing on behalf of a beneficiary of the couple's \$2 million (£1.9 million) estate.

Having confessed all, Miss Paris told him she needed cigarettes and they drove to a convenience store. It was the last he saw of her. A hidden tape recorder had captured the confession which was also monitored by the police. The dazed man was taken to prison and charged.

Mr Clyde Wilson, head of the private detective agency that employs Miss Paris, said it was logical to bring the girl into the case to gain the suspect's confidence, "which she did fabulously well". Miss



Kim Paris: First criminal case.

Paris, aged 23, previously worked for about a year in another branch of Mr Wilson's agency, secretly video taping accident victims who claimed they had been incapacitated. She met David West through a door one evening at a feigning embarrassment because she had supposedly got the wrong address of a friend.

# Vatican charms Gromyko

From Peter Nichols, Rome

The first visit yesterday by Mr Andrei Gromyko, the Soviet Foreign Minister, to the Vatican for six years was pronounced a cordial affair by both sides.

"It was good," Mr Gromyko said of the meeting. Asked though, if he had invited the Pope to visit the Soviet Union, he replied that the question had not been raised.

Nevertheless, an improve-

ment in relations is a matter of high importance at the moment for the Vatican. The Polish-born Pope's handling of the crisis in his home country as well as his disappointment at being denied what he regards as a right to visit Catholic communities in the Soviet Union, were simply two of the more obvious signs of the deterioration in relations

# Spy trial in Oslo told of caviar and vodka gifts

Oslo (Reuters) - Mr Arne Treholt, the former Norwegian junior minister accused of spying, said yesterday that as a journalist before entering government service, he had received gifts of vodka and caviar from a friendly Soviet diplomat.

But, testifying on the third day of his trial, he said such practice was commonplace between diplomats and journalists in around the world.

Mr Treholt, aged 42, also a former diplomat, is accused of spying for the Soviet Union and living between 1974 and 1983, revealing top-secret Nato defence information and passing on details of meetings with world leaders. He denies all charges.

He has said that his contacts with Soviet officials produced better results than ordinary diplomatic channels. Yesterday he recounted in court how, as a journalist with the left-wing Oslo *Arbeiderbladet*, he had received caviar and vodka in 1968.

The Soviet diplomat, Yevgeniy Belyayev, and Mr Treholt met 15 times over the next three years for informal lunches until Belyayev left Norway. Before he left, Mr Treholt was introduced to the Russian's successor, alleged KGB General Gennadiy Titov.

Mr Treholt denied prosecution charges that the meetings were secret, saying they took place in well-known restaurants in Oslo, near his newspaper office, and that he also held meetings with American, Swedish and Finnish diplomats.

The prosecution has accused Mr Treholt of wide-ranging espionage activities between 1974, after he had undergone training at the Norwegian Foreign Ministry and 1983, including handing over sensitive documents he had access to while a counsellor at the United Nations, as a junior minister in the Norwegian government and as a student in 1982 at Norway's defence college.

Mr Treholt, who faces up to 20 years in jail if convicted, said he cultivated contacts with Soviet diplomats while political secretary to the then Minister for Law of the Sea, Mr Jens Evensen.

Sea-law negotiations and the delimitation of the strategic Barents Sea were helped by the informal meetings, he said.

serious, and they will, to a degree, be damaging".

● WELLINGTON: The US decision conveyed to Mr Lange provoked a heated debate in Parliament last night with Mr Jim McLay, the leader of the opposition, calling on the Government to resign and test its anti-nuclear policies with the electorate (Our Correspondent writes).

The Government had left the country defenceless, Mr McLay

# Wait-and-see attitude at Elysée French stop worrying and learn to live with Star Wars

From Diana Geddes, Paris

The more the Americans emphasize likely obstacles to the introduction of a totally protective "Star Wars" anti-missile shield, the more positive the French become in their comments about President Reagan's project, officially known as the Strategic Defence Initiative.

Only a few months ago, it was seen as a direct threat to the whole French doctrine of total nuclear deterrence. Now, however, M Roland Dumas, the Foreign Minister, feels able to say that "the French and the British are not worried about credibility of their nuclear deterrent", for they are convinced that they have 15 or 20 years in front of them in which to reflect.

The present force posture would guarantee French defence until then.

At a conference organized by the *International Herald Tribune* in Paris on Tuesday, he said the American concept of a Star Wars defence posed the problem of security in "absolute new terms" which were not without "an element of seduction" for the general public, given President Reagan's stated goal of "banishing the atomic horror".

However, he said France now saw that as a long-term goal which may never be realized. In the meantime, it does not intend to panic, but to see how

feasible the whole concept of Star Wars was before taking any precipitate action. At least, that appears to be the attitude of the Elysée Palace and at the Quai d'Orsay.

The French military still seems to be somewhat apprehensive, however, as was made clear by M Charles Hernu, the Defence Minister, when he spoke at a security seminar in Munich earlier this month. After expressing misgivings that SDI would lead to a new offensive arms race, he emphasized France's opposition to a militarization of space.

Military planners feel that it is all very well for the diplomats to assert that nothing will happen for 20 or 30 years and that there were therefore no immediate or even short-term dangers for France's nuclear deterrent.

The planners have to take decisions now about weapons which will be introduced in the 1990s and which they would want to remain effective for another 20 years or so.

The mobile ballistic SX missile, for example, is due to be introduced in 1997 to replace both the silo-based ballistic missiles on the Plateau d'Albion and the Mirage 4 nuclear bomber force. But it is seen to introduce yet another ballistic missile, which risks becoming

vulnerable to a future space-based anti-missile system?

The alternative would be for France to develop a cruise missile force which would not be threatened by a Star Wars type ballistic missile defence system. But that would be extremely expensive to develop unless France were willing to buy the guidance system for the missiles from the US and that, in its turn, would pose a threat to the doctrine of a totally independent nuclear force.

At present France has no plans to introduce a cruise missile, and there are only a few lone voices, such as that of General Eugene Copel, who are publicly advocating it. The general, former Deputy Chief of Staff of the Air Force, retired last year in the middle of what was generally regarded as a brilliant career.

● MOSCOW: The Kremlin yesterday accused the US of trying to hamper the coming Geneva arms talks by making the "slandorous" allegation that Russia had violated arms control treaties (Richard Owen writes).

Mr Vladimir Lomeiko, the Foreign Ministry spokesman, said a Reagan Administration report submitted to Congress recently amounted to "unseemly tactics".

# How EEC farmers gain from dairy accord

From A Correspondent, Brussels

The agreement on EEC dairy quotas reached in Brussels early yesterday will benefit France, Belgium and West Germany, as well as Britain.

Like Britain, France will be allowed to balance production between regions that have overshot their delivery quotas and those that have not met them. As a result, no French farmers will have to pay any levy this season.

Officials in Brussels say this is to allow France time to introduce a quota system along the strict lines agreed last spring: it is not an exercise they are prepared to see repeated.

In Belgium, where the trend has been the opposite of that in Britain, the volume of direct sales of milk and butter to the consumer has been declining because output of farmhouse

butter is shrinking. Belgium is therefore being allowed to switch some milk from its direct sales quota to its dairy quota.

In West Germany, tenants on short leases, who have little protection against landlords who want to throw them off land that has a quota, will now be able to take part of their quota with them if they move to a new farm. This applies to any EEC tenant whose lease is about to expire and who does not have the option to renew it.

Fears that Ireland would block the milk agreement were allayed after the EEC farm commissioner, Mr Andriessen, declared he would examine the Irish demand for a 58,000-tonne increase in its quota, within the discussions on farm support prices for the new season later this spring.

# Canada defence upgraded in Cabinet shuffle

From John Best, Ottawa

Canada's Deputy Prime Minister, Mr Erik Nielsen, aged 61, yesterday was appointed Minister of National Defence in a small reshuffle of the Conservative Cabinet.

Mr Nielsen, a House of Commons veteran, replaces Mr Robert Coates, who abruptly resigned two weeks ago after it was revealed that he had visited a cabaret in Lahr, West Germany, which features nude dancing and pornographic films.

In giving defence to Mr Nielsen, the Prime Minister, Mr Brian Mulroney, appears to have taken a deliberate decision to upgrade the defence portfolio. For the past 15 years the post has been held by relatively junior ministers.

# Lange attacks US intelligence ban on New Zealand

From Mohsin Ali, Washington

Mr David Lange, the New Zealand Prime Minister, has disclosed that the US is taking what he calls "a series of serious and 'damaging' measures" greatly reducing co-operation with his country in joint defence exercises and intelligence-sharing.

He said in a speech in Los Angeles on Tuesday, while on his way to London: "They are not, in my view, the kind of actions which a great power

should take against a small, loyal ally which has stood by it through thick and thin, in war and peace".

The Reagan Administration has cancelled several joint naval exercises with New Zealand in the Pacific after Mr Lange's refusal to allow American nuclear warships to visit his country's ports.

Mr Lange made his remarks after a one-hour meeting in Los Angeles with Mr William Brown, US Deputy Assistant Secretary of State, to discuss the

strained relations between the two governments.

The Prime Minister said that Mr Brown had read to him a list of measures which the US Administration proposed taking as a response to his determination to keep New Zealand nuclear-free.

"Those measures relate primarily to the intelligence-sharing and defence fields. They amount, in effect, to a drastic scaling down of co-operation with New Zealand. They are

serious, and they will, to a degree, be damaging".

● CANBERRA: Australia will not pass on to New Zealand intelligence material originating in the United States, Prime Minister Bob Hawke said yesterday (Reuters reports). He added that Australia's bilateral ties with both the US and New Zealand in the defence field would continue.

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## Ortega offers peace deal to US and invites visit from Congressmen

Managua (AP) - President Ortega said he was sending US congressional leaders a detailed proposal for peace in Nicaragua and in Central America.

He would also invite a bipartisan congressional committee to come to Nicaragua to "know the reality of our military development, which is truly defensive and not offensive."

He made the announcement at a meeting with US bishops who came to learn about problems between the Roman Catholic Church in Nicaragua and the Ortega government.

He had requested the unscheduled meeting on Tuesday, the second in two days.

Afterwards he said the proposal included details for renewal of negotiations with the US and the resumption of the Contadora regional peace negotiations.

The bishops did not disclose details of their discussions with the president, but Mr. Rene Gracida said he was "impressed with the extent and the boldness of the initiative."

The US supports Nicaraguan rebels fighting the Ortega government, and last week President Reagan said he wanted to change the government in Nicaragua. One of the US charges against Nicaragua is that its armed forces, estimated at 75,000 in the regular army

### Minister warns of invasion threat

Managua (Reuters) - Nicaragua's Defence Minister, Señor Humberto Ortega, said the country was on the brink of war with the US and called on it to prepare for a possible invasion was imminent, and soldiers should not waste ammunition. "We don't have ammunition factories... we are going to defend ourselves with what we have."

Addressing a rally marking the fifth anniversary of the founding of people's militia units, the minister said the leadership would take new measures to meet US threats, but did not elaborate.

plus 75,000 militia, constitute a threat to US allies in Central America.

Direct peace talks between the US and Nicaragua have broken down and the Contadora negotiations - sponsored by Mexico, Venezuela, Panama and Colombia - are bogged down in disputes between Nicaragua and its neighbours. Nicaragua accuses the US of putting pressure on Central American countries to disrupt the peace effort.

Señor Ortega said: "We hope

President Reagan considers and accepts this initiative and contributes both to the peaceful solution of the problems that we face and to diminishing the alternative of war and bringing us closer to peace."

He also said he had submitted specific proposals to ease tensions between his government and the Roman Catholic Church in Nicaragua, and he said the proposals would be sent to the House Speaker, Mr. Tip O'Neill and the Senate Majority Leader, Mr. Robert Dole.

On Monday President Ortega met the US bishops for two hours. He told them he wanted friendly relations with the US and that his government wanted to avoid problems with the church in Nicaragua.

The US Catholic Bishops' Conference has been critical of Washington's policy in Central America, calling for a cut-off of military aid to rebels fighting the Sandinistas and to the Salvadoran Government in its battle against left-wing guerrillas.

Yesterday the bishops were due to go to El Salvador, where the church hierarchy has been critical of the US-backed government. They plan to return to the US on Sunday.

Reagan losing, page 10

## Sakkara tomb yields unique sarcophagus



King-size find: Dr Tawfik, an Egyptian archaeologist (left) and his assistant examining the sarcophagus of Nephrenhet

### Robbers reached tomb first

Cairo (AP) - Egyptian archaeologists have unearthed a 24-ton sarcophagus, the biggest yet found of an ancient Egyptian chief minister. The sarcophagus, chiselled out of rose-coloured granite, was found at Sakkara by a team from Cairo University's College of Antiquities. Dr. Sayyed Tawfik, the team's leader, said the sarcophagus belonged to Nephrenhet, the chief minister of Ramses II, who ruled about 1300 BC.

Workers lifted the seven-ton lid of the sarcophagus out of the earth using blocks and tackle, ropes and chains. Dr. Tawfik believed that it would take another two weeks to ease out the heavier part of the sarcophagus.

Dr. Tawfik said: "There is no other sarcophagus like this one. Sarcophagi of this size were reserved only for pharaohs. It is larger than Tutankhamun's."

However, the sarcophagus was empty. Ancient tomb robbers had drilled a hole in its lower portion to extract the buried mummy. The mummy too was gone.

Some historians have identified Ramses II as the Pharaoh during whose reign Moses led the Jews out of Egypt across the Red Sea.

Dr. Tawfik said he was especially impressed by the elaborate and unique style of its exterior decorations, a feature normally found only on wooden coffins. As well as depictions of gods and religious rituals on other parts of the sarcophagus, the image of the dead man was made up in "beautiful colours".

He added: "Even the eyes were made up with kohl (eye liner)."

The sarcophagus will eventually be displayed at the College of Antiquities Museum in Cairo.

## Mengistu demands return of Falasha Jews from Israel

From Charles Harrison, Nairobi

The Ethiopian military leader, Colonel Mengistu Haile Mariam, in his first press interview, has repeated Ethiopian allegations that the Falasha Jews recently flown to Israel are Ethiopians, and says that Ethiopia wants them returned.

Colonel Mengistu was speaking in an interview with the Canadian Broadcasting Corporation (CBC), recorded in Addis Ababa and broadcast on Canadian television last night.

He said: "This country is a conglomerate of many peoples and ethnic groups who, through years and centuries of coexistence, have created together a viable community. We have a very small minority of people practising Judaism - but this does not mean that these people are Jews. They are indistinguishable from any other Ethiopian."

The removal of the Falashas was "inhuman and illegal". It was "indirect slavery".

"These Ethiopians have been dragged into settling in Israel against their will. They've been subjected to racial discrimination. Against this background we are raising

our voice of protest. We shall not rest until we see this thing completely settled in our favour."

Answering questions on the famine in Ethiopia, Colonel Mengistu said the situation was now better than four months ago. But international aid was still insufficient.

"We are unable to forecast whether rain will come. We can say that the situation is improving as long as food aid comes in and our people have enough to eat... A lot more has to be done in terms of assistance to the victims," he added.

International aid, he said, had been useful and valuable in the short term. But "overall, the international assistance has been enough only to give the people little crumbs of food. It has not been enough to feed them in the normal way."

Denying suggestions that Ethiopia was ungrateful for the aid it had received, he repeated recent suggestions that it had not received all the funds raised overseas in its name. "I must say that we have not always received full benefit from the money raised."

Asked if Ethiopia itself had done enough, Colonel Mengistu said his country had exceeded the limits that could have been expected. The northern part of Ethiopia, worst hit by the famine, had been ignored before the 1974 revolution. Now it was receiving attention for the first time.

When asked about the revolt in Eritrea and Tigré, Colonel Mengistu insisted there was no territory now controlled by "terrorists". But they were "roaming about, causing terror, and disturbing normal life in those areas. They had destroyed irrigation systems, hospitals and schools."

He defended Ethiopia's policy of resettling people in more fertile areas, and said the question was whether to leave them in overpopulated, unproductive areas, or move them where they would have a better chance of survival. He denied the suggestion that people were being relocated against their will.

"This is a fertile country with many potential resources. We should be able to use our assets to pull through."

## Japan's sweet poisoners call truce

From David Watts, Tokyo

The gang which has been poisoning sweets in Japan last night called off its 169-day campaign against Glico Morinaga, one of the country's leading sweet companies. But it left open the possibility that it will try to extort money from other firms.

In typically audacious fashion the group announced this in a letter sent direct to a police station close to the scene of its first threat against Glico Morinaga. It said it would "forgive" Glico Morinaga but added ominously that it still had "other ideas".

Glico Morinaga has been virtually brought to its knees by months of threats to poison its products. Several times poisonous sweets were planted but fortunately no members of the public were harmed. The firm's

sales fell by 90 per cent at one point, along with its share price, and all its part-time employees have been dismissed.

To help the company survive there has been a direct street sales campaign and Government appeals to the public to buy its products.

The company last night thanked the public for its support.

The police have never come near to identifying the gang.

It is the vast reaches of the Sahara, in the Western provinces of Northern and Southern Darfur, half the population, or around a million people, has trekked hundreds of miles on foot and without food or water for days on end.

Many have tried to find refuge in the normally waterless region of Bahar el Ghazal, the Upper Nile and even in Equatoria, far to the south. But the Equatorial government says it has 427,000 drought victims of its own.

One of the oddest movements of all is the mysterious sighting by the United Nations High Commissioner for Refugees of 67,000 Sudanese across the border in Ethiopia, around Gambela. It is reported that most are single young men and that about 60 per cent are from the Dinka tribe, the dominant group in the south, and 30 per cent from the Nuer tribe.

One suspicion is that these men could be part of the Sudan People's Liberation Army which is fighting the Government. The Dinka are the base of the group which broadcasts appeals to the Nuer in their own language to rise against the Government. Mr John Garang, leader of the group, is a Dinka.

All these migrations seem to be gathering pace, indicating that conditions in the interior are very bad. Aid officials now fear a new crisis in March as the famine drives more Sudanese from their homes while forcing thousands more refugees into the country.

**Secret trial**  
Accra (AP) - Six men, including five soldiers, have gone on trial in secret accused of plotting against the Ghanaian Government of Flight Lieutenant Jerry Rawlings. Ghana radio said.

**Intelligence link in US-Taiwan murder charge**  
Taipei (Reuters) - Three gang leaders were indicted yesterday for the killing of a Chinese-American writer in California in a case which implicates senior Taiwanese intelligence officials.

The Justice Minister, Mr Shih Chi-yang, has told Parliament that the main defendant, Chen Chi-hsi, head of the Bamboo Union gang, had admitted he was ordered by Taiwan's military intelligence bureau to kill Henry Liu, who wrote critical books about Taiwan, in Daly City, California, on October 15. The bureau had admitted employing Chen to spy for Taiwan against China but had denied it ordered him to kill anyone.

Chen is said to have met the head of military intelligence, Vice-Admiral Wang Hsi-ling, and other senior officials last August and plotted to kill Liu. They have been turned over to military prosecutors for investigation.

Taiwan has rejected a United States request to extradite Chen and his accomplices, Wy Tun and Tung Kuei sheng, for trial in the United States.

## Air disaster leads to Madrid-Basque clash

From Richard Wigg, Madrid

Boeing 727 crashed. But he blamed the Basque regional Government for not having completed all the requirements for notifying the Madrid civil aviation authorities of the plane's installation.

The Basque Government replied yesterday, attacking the Minister for insinuating that it might have some responsibility for the accident. The autonomous regional Government announced it was setting up its own rival inquiry.

Señor Baron and Señor Barriocano, the Interior Minister, meanwhile will be in Palma, Majorca, to examine with the regional Government there, ways of combating crime. Local hoteliers have demanded better police protection, blaming widespread fears of violence for a drop in bookings by British and West German tourists.

The accident has now been turned into a political controversy. Señor Baron said it was to be presumed that the pilot was aware of a television mast on the mountain into which the

## Guerrillas black out Peru cities

Lima (Reuters) - Parts of Lima and three highland cities were plunged into darkness last night after Maoist rebels felled a power pylon in the Andes.

The Sendero Luminoso (Shining Path) guerrillas blacked out the Andean cities of Huancayo, Concepcion and Jaén. Power was cut in southern Lima for 30 minutes. Guerrillas cut power to Lima three weeks ago, as the Pope was entering the capital.

In the south-east region of Ayacucho, police said rebels murdered the former mayor of Maynas, after accusing him of working as an army informer. Police killed a woman they said tried to blow up a railway bridge 55 miles east of Lima.

**Speedboat battle**  
Hong Kong (Reuters) - One man was shot dead and two were injured when a speedboat, believed to be smuggling video recorders into China, was attacked off Hong Kong. The attackers then escaped with 110 video recorders.

**Mao's relics**  
Peking (AP) - An exhibition of personal objects and documents belonging to Mao Tse-tung, Chou En-lai and other dead Chinese leaders will open this week at the Mao Memorial Hall, a Peking newspaper said. The display is to commemorate the 90th anniversary of Mao's birth.

**Woman cleared**  
Lagos (AP) - An American businesswoman, Mrs Marie Lee McBroom, aged 59, was acquitted of six charges of illegally exporting oil from Nigeria, offenses that can carry the death penalty. She remained in custody because she can be released only on orders from the military Chief of Staff.

**Beatle arrest**  
Boca Raton, Florida (AP) - The FBI has charged a 30-year-old man with stealing a master tape containing conversations and never-released music by the Beatles. Michael Keith Reibel, a former employee of Studio Systems of Jersey City, was arrested at his parents' home here.

**Bowing back**  
Peking (Reuters) - Chinese children are being told to bow to their teachers or salute them in a revival of traditional marks of respect. The New China news agency. The move was part of the policy of raising the status of teachers, who suffered badly in the Cultural Revolution.

**Off the rails**  
Belgrade (Reuters) - Bulgaria has temporarily cancelled 90 express and passenger train services because of problems over energy and fuel supplies, the Yugoslav news agency Tanjug said.

**Two to hang**  
Harare (AFP) - Two men were sentenced to be hanged after being convicted of killing two whites during bank robberies in Bulawayo, south west Zimbabwe, in 1982.

**Fast ended**  
Kampala (AP) - Asian workers ended a 10-day hunger strike at a Ugandan sugar mill after receiving a letter from the Government pledging to settle the expatriates' pay claims.

## Aquino witnesses go into hiding

From Keith Dalton, Manila

Six vital witnesses who implicated the military in the killing of Benigno Aquino, the Philippines opposition leader, are missing, and while court sheriffs search for them the four-day trial was adjourned yesterday until Monday.

The chief prosecutor, Mr Manuel Herrera, told the court that subpoenas could not be served because the six civilian witnesses could not be found.

They had all left their last known addresses shortly after the August 1983 murder of Aquino, or since testifying before a commission of inquiry which concluded last year that the assassination at Manila airport was a military conspiracy.

General Fabian Ber, the armed forces chief of staff, 24 officers and men and a civilian have been charged in connection with the killing. All have pleaded not guilty.

Four of the missing witnesses, all former security guards at the airport, told the

commission that they heard shots or saw Aquino fall while soldiers escorted him home from exile in the United States.

The military claims that a hired communist gunman, Rolando Galman, slipped past military security and shot Aquino.

However, the other two missing witnesses, both employees of Philippine Airlines, told the commission that Galman was in no position to have shot Aquino.

Mr Ruben Regalado said Galman was standing in front of Aquino when he was shot in the back of the head. Mr Regalado later disappeared, and is believed to be hiding in the United States.

Also hiding, but apparently prepared to testify next week, are Mr Ramon Balang, the civilian to contradict the military version of the killing, and Miss Rebecca Quinsano, better known as the "crying lady" since she emerged from the aircraft crying hysterically.

## UK sales drive in China

From Mary Lee, Peking

A top-level British trade delegation, led by Lord Young of Grafton, minister without Portfolio, arrives here today on a 10-day visit.

Apart from meeting the ministers of foreign economic relations and trade, agriculture, animal husbandry and fishery, Lord Young will also be having talks with officials concerned with energy, aviation and industry. The delegation is also due to meet the Deputy Prime Minister, Mr Peng.

A meeting with Mr Zhao Ziyang, the Prime Minister, and possibly even the country's elder statesman Mr Deng Xiaoping, will only be confirmed at the last minute.

Lord Young and his team will go on to Shanghai and Canton. The purpose of the visit is to seek ways of selling more British goods to China, including aircraft, weapons and power-generating plants.

The idea of sending a top-level delegation was raised by Mrs Thatcher during her visit here last December.

## Turks ready for flood of refugees

From Rasif Gurdilek, Ankara

Turkey was ready to welcome half a million refugees from Bulgaria, the Turkish Prime Minister, Mr Turgut Ozal, said here yesterday.

He made his statement after Sofia failed to respond to a Turkish invitation to discuss at foreign ministers' level the emigration of ethnic Turks from Bulgaria who are being forced to adopt Bulgarian names.

Speaking at a ceremony honouring the aid donors who alleviated the plight of Turkey's 1983 earthquake victims, Mr Ozal said some people were wondering whether the country's economy, already hard hit by unemployment, would not be adversely affected by the influx of up to 500,000 refugees.

"Our country is strong and our people are always ready to share everything they have when faced with such situations," Mr Ozal stated, adding that "we do not fear an immigration".

Mr Ozal's remarks came after press reports that Professor Angel Balevski, the party ideologue close to the Bulgarian head of state Mr Todor Zhivkov, had stated that "the integration of Turks and other ethnic minorities into Bulgarian society would be carried on".

## Plight of Korean 'human wreckage' from Second World War Freedom plea written in blood

From David Watts, Tokyo

The young Koreans suddenly leapt to his feet and, pulling a knife, sliced into his finger. In the blood pouring from his hand, he wrote a slogan in agony. Korean characters on the white handkerchief in front of him appealing for the return of his father from Soviet territory. Screaming hysterically through tears he shouted "Let my father go."

The Korean, like the Chinese of Japanese parentage who regularly make the tearful journey to Japan in search of relatives, is part of the human wreckage of the Second World War that people will never be cleared away.

Mr Lee Min Doo's father was taken from Korea by the Japanese to work in the mines on Sakhalin Island, one of 43,000 used as virtual slave labour. Most have never been seen since.

In 1945, the southern portion of Sakhalin Island reverted to Soviet control with Japan's defeat. The ethnic Japanese in Sakhalin were repatriated but Japan washed its hands of the Koreans.

When the Soviet Union took control, the Koreans had the choice of becoming stateless and taking Soviet or North Korean citizenship. Since most came from South Korea, they had no desire to join the communist North; many took Soviet citizenship, some remained stateless.

Cut off from relatives and friends in South Korea and Japan - only a handful have managed to get out despite the

more lenient attitude to applications for exit visas taken recently by the Soviet Union.

A Tokyo court has resumed hearings on an application by the Koreans to be given functional Japanese citizenship which would permit them to be repatriated, to take up the citizenship of another country, or at the least permit them to travel to Japan to meet relatives from South Korea.

This is a problem that Japan should solve, says Mr Yasuaki Onuma, Professor of International Law at Tokyo University, because Japan was the initiator.

For many of the Koreans, it may already be too late. Mrs Kim Tony Yong had been married only a month when her husband was taken in 1942. Five years ago she received the only letter that has been allowed through from her husband.

A small woman in a mustard-coloured dress and grey blouse she tearfully relates how he wrote that he hoped to see her in a few years. But he was already weak and unwell.

The US Justice Department believes that the commission has been destroyed. A principal aim of the police now will be to move against lower-level Mob leaders in an attempt to stop the commission being replaced by newcomers.

The drive against the Mafia has been made possible by a federal law, the Racketeer-Influenced and Corrupt-Organization Act of 1970, which was little used until five years ago. In the past two years federal prosecutors have used the measure, known as Rico, to indict more than 2,000 people, including 300 in the New York area.

The alleged godfathers indicted on Tuesday are "Big Paul" Castellano of the Gambino family, "Fat Tony" Salerno of the Genovese family, "Tony Ducks" Corallo of the Lucchese family, "Rusty" Rastelli of the Bonanno family, and "Gerry Lamp" Langella of the Colombo family.

The defendants face up to 20 years' imprisonment if convicted. Prosecutors will attempt to confiscate assets allegedly gained from illegal enterprises. Police officials said they were now dealing with the summit of

## FBI men make it a black day for Mafia

From Christopher Thomas, Washington

The crackdown on activities in the United States has reached historic proportions. After five gruelling years, FBI agents are penetrating deep into the gangster underworld.

The racketeering indictments against the reputed godfathers on New York City's five Mafia families on Tuesday represent the summit of the FBI's unprecedented campaign against organized crime. In the New York area alone, 175 FBI agents and 25 detectives are assigned fulltime to pursuing the Mafia.

The indictment paints an extraordinary picture of the Mafia's grip on New York City. It describes a group called the "commission", which for more than 50 years has supposedly been a sort of board of directors in charge of Mob crime. It administered a huge industry in drug trafficking, loan-sharking, gambling, labour racketeering and extortion.

Two activities predominated - drugs and a swindle involving multi-million dollar concrete contracts. New York police say the Mafia is principally responsible for illegal drugs in the city, together with associated crimes and violence.

### Camorra boss jailed

Naples (AFP) - Raffaele Cutolo, boss of a branch of the Camorra, the local version of the Mafia, was sentenced to 22 years' jail for his part in a prison murder. He and eight others killed one prisoner and wounded another in Foggia reale prison during a panic following an earthquake in 1980, to settle accounts with rivals.

Cutolo, who was not in court, faces trial on numerous other murder and drugs charges. His "New Organized Camorra" is waging a bloody battle with the "New Family" for control of the Naples drug trade.

The indictment links the five men, plus four senior associates, to conspiracies to commit six murders.

It says the commission rigged bids and obtained kickbacks on all concrete industry projects of \$2 million (about £1.8 million) or more in the city.

Most of the evidence against the crime families was obtained by electronic eavesdropping devices used by the New York State-organized crime task force, together with suspects from informants. The police allege that the family bosses met regularly as a commission to resolve disputes and distribute millions of dollars of criminal spoils. It is alleged that the commission sometimes ordered the murder of troublesome Mafia bosses.

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## THE ARTS

## BOOKS I



Maeliosa Stafford's engagingly deranged Playboy (right) with Brid Brennan and Paddy Dooney

## Animal

Nuffield, Southampton

It has taken Tom McGrath's play six years to reach the English stage after its acclaimed first performance in Edinburgh, and I can only wish Justin Greene's superb production a longer lease of life than its brief Southampton run.

*Animal* is an anthropological fable, suggested by Jane Goodall's chimpanzee studies in the Gombe Stream Reserve, telling the story of a tribe of apes and of the woman who makes her home among them. McGrath's challenging contribution is to tell it from the apes' point of view. To them, the girl camping out in the jungle clearing is simply "a new kind of ape". And much of the piece consists of wordless pantomime as the "anthropoids" conduct their grooming, food gathering, and dominance and mating rituals, and engage in territorial combat with the invading "barts". We get to know each one individually. And, as a bond develops between the tribe and Lynn (the observer), the production thrillingly charts the borderline between human and animal consciousness before a final calamity wipes them out. Meaning no harm, the humans bring death.

The piece has been extensively reworked since I saw it in Edinburgh. Lynn's photographic companion has changed from a trigger-happy South African to an irrepressibly courteous German (Geoffrey Bateman). Most important, the ape-narrator, Blue, now gets his first line at the start of the play and there is no longer any wrenching of conventions as there was when he launched into speech after prolonged barks and screams.

Read Rawi plays him as a creature in the grip of evolutionary gestation: an ape possessing memory and expressive impulse, tormented by the sense of faculties just beyond his power. In the original version Blue was shot down in the act of drawing a man: this time, seeing his tribe exterminated by polio, he takes a step further towards *homo sapiens* by shooting himself in the mouth.

Played on a sponge rubber floor backed with scaffolding jungle gym, the production offers a spectacle which first strikes the eye as balletic and gradually unfolds

its social vocabulary. Games turn to serious combat and back again. The onset of a rainstorm precipitates whooping ritualistic charges out of the trees. Lynn (Sarah Berger) gradually picks up the language; and in one unearthly scene confronts Blue with barks of friendship as he strains towards human expression. The piece is a feat of moral imagination.

Irving Wardle

## Theatre

### Intimate favours of life on stage

The Playboy of the Western World  
Donmar Warehouse

J. M. Synge's claims for realism, or "reality", on behalf of his play have never cut serious ice outside the Celtic twilight. It is not that his characters are all credulous, glib, stupid, and brutish, but that they are those things in more or less the same way and almost to the same degree. As in straight farce, character is reduced to elements, an excuse for boisterous antagonism. Once the black comedy is brought to the fore, the problem of the fantastical language that the young Brendan Behan so delighted in mocking ceases to be a problem at all: that is just the way they speak and this is just the way they act.

The intimacy of the Warehouse's layout does the play the favour of reducing its parade of grotesques to a manageable roomful of square fellows with whom we become, for the duration of the piece, convivial. Flaherty's bar is a rough shebeen with a stable door. The Sacred Heart on the chimney breast seems to be raising his eyes less in devotion than in despair at the unholy shenanigans taking place beneath him.

From his first entrance as a wild-eyed vagrant, Maeliosa Stafford makes an engagingly deranged Playboy, a slack-lipped simpleton who discovers a thing or two about imposing on other simpletons. Brid Brennan's Peggie Mike could hardly be more bitter in her scornful moments but could be considerably more winsome in her tender ones: it is hard to believe that she admires the Playboy for any other reason than that the

other females do too. But then, as Joyce observed, "these characters only exist on the Abbey stage". To say that now they only exist on the Warehouse stage is intended as a compliment to this production.

Peer Gynt  
The Place

What can be done with *Peer Gynt*? Apart, that is, from not staging it at all? Ibsen's extravagant verse epic sweeps its bucolic Munchhausen of a hero through bride-rape, trouble with trolls, gross worldly success and megalomania to a desolate death where he asks (now he asks) "What does it mean - to be oneself?" As a text it probably does say something weighty about the principle of exogamy, but as drama it says next to nothing about any recognizable form of life outside a folklore museum.

One thing that can be done is to emphasize the pantomime elements. In this Actors' Touring Company production the trolls wear evening suits and joke-shop false noses and are meticulous with their tails - they like being trolls. And Chris Barnes, a sometime teacher of clown skills at Barnum & Bailey's Circus, certainly enjoys being Peer.

In youth his headlong energy is suitably galvanic; in middle life his stifling self-importance produces a nicely dry delivery; at the end he becomes a sort of buttoned-up Trevor Howard in a wheelchair. But it is not easy to discover why a company funded by the Arts Council and by four Regional Arts Associations is giving an unplayable play.

Martin Cropper

## Television

## Searching alternative positions

Orthodox doctors have scant regard for the subject of last night's Brass Tacks (BBC 2), "alternative" medicine, since they assume that - to quote another's words - "There is No Alternative". It was suggested that its new devotees are credulous to the point of blind trust, although this fideistic position is not unknown in conventional medicine: that is why doctors always behave in a manner designed to provoke respect, if not dread, and it is no doubt the authoritarian face of standard medical practice which persuades many "patients" to take their fate into their own hands.

The other name for this development is "complementary" medicine, although the evidence in the documentary proved that it is nothing of the

kind: better to call it "antithetical", and one practitioner ever described it as a "revolution". Two million people are now engaged in exploring "alternative" courses, and there seem to be almost as many varieties of treatment, from reflexology to aroma therapy. If you embrace the idea of unorthodox medicine, the confusion and lack of clarity in the area make it very difficult to choose one type rather than another: why not take all of them at once and have your head stroked, toes massaged, spine twisted and energy fields analyzed?

Most of the "alternative" therapists seemed to have difficulty in formulating their positions, and tended to rely upon grape-shot bursts of fashionable cliché: this was not reassuring, and it became clear

in the course of the programme that their methods came not from the mysterious East but from the less than mysterious United States, where irrationalism and narcissistic self-obsession are powerful elements in the spread of the new medicine. Nevertheless there are occasions when such treatment obviously works: the credulity of human beings is enormous, but then so are the unanticipated possibilities of the human body. It takes a nice judgement to decide which is the more significant in these situations and, although this programme did not quite display such judgement, it emphasized the dangers and inadequacies of "alternative" medicine without converting proper scepticism into total disbelief.

Peter Ackroyd

## Rock

Leonard Cohen  
Hammersmith Odeon

As the party's-over sound of 1967, Leonard Cohen's gaunt, graceful, groan carries an emotional clout almost as pungently evocative as the sweet smoke that drifted over during his opening song.

Clearly, many of those who greeted the Canadian singer and poet on his return to London now dream about the Chelsea Building Society rather than the Chelsea Hotel, where in the middle Sixties Cohen participated alongside the Warhol gang and others in the construction of Swinging New York's Central Casting. The devotion is nevertheless undimmed, perhaps simply in gratitude for the fact that, although their own circumstances and aspirations

may have altered, Cohen is resolutely unchanged. Equally striking, however, was the presence of many much younger people, some unborn when "Suzanne" and "So Long, Marianne" first came along to provide a soundtrack to the drama of bedsheet life. Like the very fashionable young man I watched tentatively fingering a copy of Cohen's *Songs of Love and Death* in an Oxford Street music supermarket that very morning, they probably connect his romantic pessimism with the tradition running from the Velvet Underground through Joy Division to the Smiths, who are today's heroes in that line.

Cohen will survive his present renaissance and a few more besides. At 50, he remains a compelling presence, his lean frame, well cut dark suit and spare, big-boned face giving him

the sinister look of a papal consigliere. Over the course of a two-hour concert, which seemed to pass as if in slow motion, he presented 20 songs, including "Famous Blue Raincoat", "Story of Isaac" and "The Stranger Song", all accompanied with quiet competence by his five-piece band and in particular by a guitarist, Mitch Watkins, whose liquid solo brought a new dimension to "Suzanne".

The grave banter with which he responded to a volubly adoring audience was a treat. Only in the wake of the tumultuous response to his mawkish and self-regarding ballad concerning a brief liaison with Janis Joplin did the event deteriorate into the mutually indulgent excesses of the bad old days.

Richard Williams

The Stranglers  
Dominion

Of the few remaining groups to have emerged from the British New Wave "revolution" of 1976, the Stranglers are now ploughing the most unlikely furrow. Never has a band's image and reputation been so sharply at odds with what they actually do.

Born in the grimy, aggressive low-life arena of the London pub punk circuit, the Stranglers clawed their way to success with the music and manner of sophisticated hooligans. They still play some of the old songs, but when the guitarist Hugh Cornwell sang "Peaches", he seemed almost embarrassed by the sleazy voyeurism of the lyrics. Gone was the salacious, guttural delivery, replaced instead by a self-effacing drawl that could almost have been American.

While other songs from their earlier recordings, such as "Hanging Around" and "I Feel Like a Wog", were played in a vein closer to the original spirit of the band, they too were subject to a restraint and precision that rendered them relatively polite.

In place of their former macho ranting, the Stranglers over recent years have com-

posed a new repertoire of slightly left-field arty pop songs - *Aural Sculpture* as they pretentiously choose to call it - and their live show has been adjusted accordingly.

Many of these new songs were performed exquisitely: Dave Greenfield's shimmering keyboard sequences meshed with Cornwell's delicate acoustic strumming on "Midnight Summer Dream", a gently mellifluous tune graced the aching lyric of "Let Me Down Easy" and "Golden Brown" in its modified waltz time featured a seductive acoustic guitar bridge.

The group, and particularly Cornwell, looked relaxed and confident. Entranced by their music and with no hint of anger, they resembled craftsmen thoughtfully engaged in pleasurable work.

Although the Stranglers will never entirely live down their past (if indeed they want to), they have single-mindedly freed themselves from a legacy that would have left many bands in an artistic strait-jacket. And, on reflection, their novel approach of playing quiet, attractive songs in a softly sympathetic mode is actually far more radical than anything they ever did when they were just another bunch of diarch punks.

David Sinclair

Michael Scammell's massive (thousand-page) biography will one day require updating, but is unlikely to be superseded. His evocative clear grasp of the complex Soviet scene, mastery of control over a huge range of sources, and majestic narrative sweep combine to make this one of the most memorable works of its kind. Solzhenitsyn's life is nothing if not controversial, and Mr Scammell has had to exercise the most detached of judgements in making use of violently opposed viewpoints, elaborating Soviet falsifications of the record, and a mass of partially verifiable evidence. Finally, he had to cope with his protagonist's sudden decision to cease co-operation in the project.

The life of Solzhenitsyn had also to be a history of post-revolutionary Russia, as his career embodied almost every facet of his country's turbulent existence. Irritatingly for subsequent Soviet attempts to denigrate the author, Solzhenitsyn's ancestors were not only of impeccably peasant stock, but had even participated over the centuries in those bloody rural uprisings. In Southern Russia which play so significant a role in Solzhenitsyn's history.

His father had died in an accident in June 1918, and young Alexander was born posthumously into a countryside torn apart by Civil War. (Here Mr Scammell makes an uncharacteristic slip: Denikine was by no means as reactionary as is claimed, and certainly had no intention of restoring the Tsar). His childhood under the relatively benign regime of NEP, his eagerness to serve his country and its Revolution, his brilliant military service, and his disappearance into Beria's camps were all too typical of his generation.

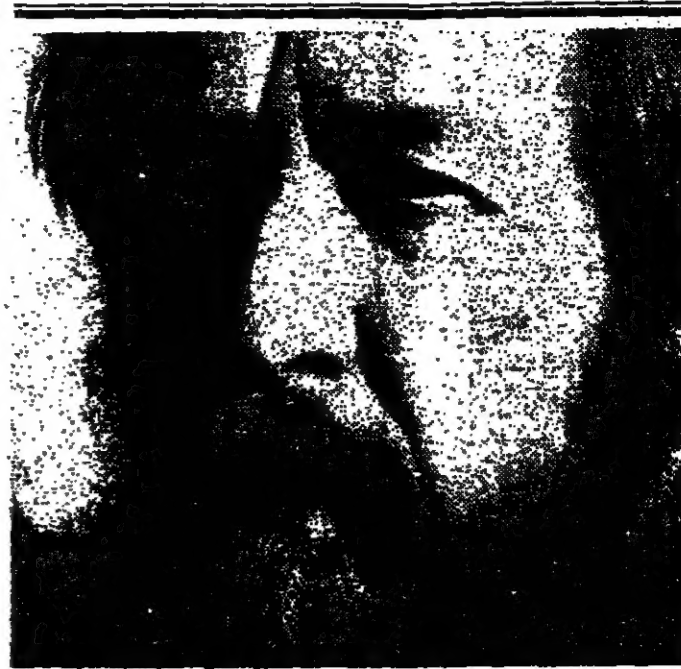
Intellectually, too, Solzhenitsyn ran virtually the whole gamut of political viewpoints. Initially a convinced admirer of the regime, he was also a devoted Marxist, plunging through the whole of *Das Kapital*. At an early stage, though, he came to doubt the validity of Russia's historic expansionist mission. He regarded it as immoral both in itself (a view strongly confirmed when he encountered Estonians and other prisoners from the occupied countries in GULAG camps), and because the cruel victims of this imperialist drive were invariably the Russian people themselves.

Respect for Stalin was the first illusion to go, though for long he nurtured the idea, still widely prevalent, that Stalin had perverted Lenin's essentially noble purposes. Inevitably his restlessly enquiring mind became dissatisfied with this compromise, as also with its corollary - that Lenin had in

## The novelist as heroic Cassandra

Nikolai Tolstoy reviews the most colourful and stormy career of literary Russia

SOLZHENITSYN  
A Biography  
By Michael Scammell  
Hutchinson, £18



turn corrupted the beneficent vision of Marx. He came to believe, too, that the idea of the Bolshevik Revolution's historical inevitability was false, and that Russia in the decade or so immediately preceding the Revolution had been full of promise, if dangerously flawed. To have advanced such views even in the free West might well have excited ridicule and anger to a generation weaned on the semi-historical fantasies of E. H. Carr and Isaac Deutscher; but Solzhenitsyn did not blanch at the prospect of taking on the Soviet regime single-handed on its own territory. The quite extraordinary successes he achieved against his blundering opponent were due not merely to burning conviction and fearless determination, but also to skilfully devised tactical ploys conceived in terms of military strategy.

Eventually the regime (one of Solzhenitsyn's major achievements is surely the destruction of its legitimacy in the eyes of

much of world opinion) more or less conceded defeat by driving him out of the country. It was not very confidently, that inspiration would depart with exile. Intellectuals in the West had adopted Solzhenitsyn's cause with enthusiasm when his name began to emerge "from under the rubble" during his heroic struggle against Soviet repression. The tactical necessity for caution had concealed the full extent of his political views (which were in any case still developing), and it came as a rude shock to many when he was at last free to express his markedly conservative, Slavophile, and religious philosophy. To advocate a Russian solution for a people who had suffered like the Russians inevitably appeared to Solzhenitsyn cynical irresponsibility, characteristic of much of the Western intelligentsia since the Revolution. If the opinion-formers had cause to feel injured by Solzhenitsyn's uncompromis-

ing rejection of their optimistic world-view, so too did he have some grounds for that righteous indignation he was not slow to trumpet forth.

The existence of the complex of forced-labour camps, established by Lenin in 1918, which has swallowed up and killed whole generations of Russians, was far from being first revealed in *The Gulag Archipelago*. By the time Solzhenitsyn's masterly, more than 400 revolutionary accounts had been published in the West since 1919, the majority drawn from eyewitness testimony, Dalia and Nicolavsky's classic *Forced Labor in Soviet Russia*, as well-documented and authoritative as anything published since, had appeared as early as 1947. Yet all this had been widely received with indifference or incredulity similar to that accorded to reports of Hitler's wartime destruction of the Jews.

Solzhenitsyn's accomplishment was the harnessing of his unique literary powers to an exposé, which succeeded in wringing reluctant recognition even from that influential class which had for so long averted its gaze. He would have been more than human had he not nurtured some indignation and contempt, particularly in an era of detente presided over by the likes of Ford, Carter, and Kissinger.

Solzhenitsyn is taken to task for his "crude anti-Sovietism", his "simplistic" black-and-white view of the world-struggle. In view of his experience and insight it would be strange if he did not hold Archimedes' "heavenly" perception of a single overriding factor - *Survival* - peripheral to issues. Like Winston Churchill in pre-war years, Solzhenitsyn appears to the clever, as an able but firesome Cassandra.

Mr Scammell's comprehensive treatment enables the reader to gain some inkling of the frustrations to which the "free" Solzhenitsyn was subjected by a world-wide swarm of nit-picking critics, from time to time accorded superfluous assistance by the KGB. It was predictable perhaps that *The Guardian* should find him "mentally unbalanced". More bizarre was the allegation by an enthusiastic emigrant in Israel, that the absence of anti-Semitism in Solzhenitsyn's works was "evidence that he secretly harboured that anti-social outlook."

Mr Scammell recounts all these backbiting intrigues with candour and good humour. He is certainly fortunate in having chosen as his subject-matter what is arguably the most colourful literary career of all time. But equally it is an exaggeration to say that Solzhenitsyn has been fortunate in finding a biographer as sensitive, painstaking and level-headed as Michael Scammell.

## Rich literary spoof with women in love

## FICTION

Isabel Raphael

THE BRANDON PAPERS  
By Quentin Bell  
Chaito & Windus, £8.95

OTHER WOMEN  
By Lisa Alther  
Viking, £8.95

SENSE AND SENSUALITY  
By Rosalind Brackenbury  
Harvester, £8.95

FOREIGN EXCHANGE  
Edited by Julian Evans  
Hamish Hamilton, £9.95

the restrictions of Victorian womanhood and a gentle commentary on the true nature of innocence. I imagine that Professor Bell greatly enjoyed whipping up this *bombe surprise*, and am sorry that he denies any possibility of Lady Brandon having moved in Bloomsbury circles. She would have fitted so naturally in to the Dreadnought house.

*Other Women* is a story about love, and because it celebrates in some detail the love of women for each other, it is in danger of being overestimated in some circles and under-valued in others. In fact it is a solid, middle-of-the-road novel, less interesting than Lisa Alther's previous work and much in need of judicious editorial pruning, but with some

sharp insights and a disarmingly fluent style. Caroline Kelley has loved both men and women but never herself, and it takes all the subtlety and patience of therapist Hannah Burke to make her acknowledge that this stems from an emotionally barren childhood. Caroline's parents, do-gooders who take on the troubles of the world at their children's expense, are the best things in the book, delineated with icy malice. Other characters remain hazily undefined, and psychiatric jargon is tossed about too glibly to be convincing. But the dialogue is fast and readable, and Lisa Alther has a nicely humorous line in car-sticker slogans. ("Eat More Lamb - 50,000 coyotes can't be wrong.")

The least satisfactory thing about *Sense and Sensuality* is its misleadingly sensational title. *Sense and Sensuality* would have been more appropriate if somebody else hadn't used it, because this is a novel about feelings and thoughts; and the heroine, Alice Linnell, is far too conscious of hers ever to achieve the blissful and deliberate luxury enjoyed by her grandmother. This aspect of Alice's childhood remains for her the land of lost content, sought again in glamorous friends, a consciously casual life-style, the whole earth-mother scene, but always counteracted by a basic lack of certainty in herself and her choice of the cool Finn as husband.

Faced with chances of breaking the mould, of unleashing hidden passions, she cannot sacrifice one aspect of herself for the other, and from this conflict springs poetry, the voice of the modern woman confronting a bewildering array of choices and expectations. In the end practicality rules, and balance, and adaptability, but the rich lode of memory, the red and the gold, the contrasting colours of life, never fails to produce the salient element of romance that makes Alice sore.

Rosalind Brackenbury is marvellously clever at evoking the past without sentimentality, post-war childhood and sixties Cambridge are brilliantly done, as is the emergence of a new woman from the cocoon of marriage and motherhood, tentative but irresistible. This is a novel to be savoured.

*Foreign Exchange* is just the right book to take on holiday. It is a collection of travel stories, all new, from authors with names currently to be conjured with. Rose Freeman's delicate tale of two young men off on what should have been a voyage of discovery falls disappointingly to reach a climax, but Clare Boylan succeeds beautifully, and wittily, in conveying a boy's sentimental rite de passage as he unconsciously absorbs the implications of French cuisine. Will Nicholas abandon his menagerie for frogs' legs and pâté of thrush? One day, yes, for Marie.

## Concert

### Hope for Iceland

Philharmonia/  
Ashkenazy  
Festival Hall

Their own national anthem was Iceland's only contribution to a concert given for the sake of that country and in the presence of their President and the Prince and Princess of Wales. But that perhaps was half, if not all, the point.

Sibelius, Grieg and Dvořák, with the help of a discreet audience raffle, were drumming up funds for a National Concert Hall for Iceland. Despite having 60 music schools and 200 concerts a year, Iceland has no hall built exclusively for music-making. And the importance of venues in the history of musical patronage - of performance and indeed composition - cannot be overestimated.

The offer of this benefit concert came from Vladimir Ashkenazy and the Philharmonia: its most eloquent spokesman, was Elisabeth Söderström. No excuse is ever necessary for a performance - of Sibelius's tone poem for soprano and orchestra, *Lemminkäinen*. But the 150th anniversary this year of Finland's

national epic provided a nice focus. Few singers, after all, could penetrate more acutely Sibelius's musical appropriation of the double vowels and diphthongs of the epic's creation story, and few could provide such a vibrant cry of human breath against the strings' whirling of wind and wing.

Then came three of Grieg's orchestral song settings: "Fra Monte Pincio", "Vaaren" and "Jeg elsker dig". Söderström's vision of Rome from the hilltop concentrates almost nervously on its human activity; her cool intensity of tone matched the poise of the strings, even in their rapid, singing crescendo, in "Spring" more distanced meditation on mortality.

After the interval, a fresh, vivid "New World" Symphony. Whether the work's luggage tags show America or Bohemia, the observation of a friend that Iceland is, after all, en route from one to the other was not perhaps totally frivolous. The hushed orchestral audience for the cor anglais solos, so beautifully played both here and in the "Karelia" Suite, sound from not a million sea miles away.

Hilary Finch

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## BOOKS II

## The trials of everyday country life

## HISTORICALS

Philipa Toomey

Catherine Cookson's *A Dinner of Herbs* (Heinemann, £9.95) reminds us that life in the past, particularly in early 19th-century Northumberland, could be nasty, brutish, and very short. Seven-year-old Roddy Greenbank's mother is dead, and his father is brutally murdered before his eyes. He is injured, and remembers nothing. Brought up by Kate Makepeace, the local wise woman and healer, Roddy has two faithful followers in Hal Royston (whose father was unjustly accused of a robbery) and Mary Ellen, a bright little girl whose tongue would "clip clouds".

Life is circumscribed by living in a small community, work is hard and dangerous, tongues are sharp, and hearts unyielding. Roddy manages to get away to a new life as an artist, leaving Mary Ellen, who loves him desperately, to have his child. She marries Hal, and they become prosperous and respected. It is not an every day story of country life because it is bedevilled and poisoned by hatred and revenge, begun by a crime and a murder, and furthered by other horrible acts, blighting the lives of two families and their descendants.

As ever with Mrs Cookson, there are portrayals of subtle and uneasy relationships between mother and daughter, and there is a life giving force in Kate Makepeace, who in earlier times would probably have been burned as a witch.

By comparison, the violence in Sharpe's Honour, by Bernard Cornwell (Collins, £3.95) seems quite straightforward. Major Richard Sharpe, in the sixth of his adventures in the Peninsular War, is desolate, having watched his wife die. He is reckless, too, engaging to fight a forbidden duel with the husband of Helene, the beautiful Marquessa with whom he has had some amorous passages. Sharpe is humiliated when the duel is stopped, and when his opponent is found murdered, there is evidence to convict Sharpe and to hang him.

We need not worry too much, as the plot takes care of the hanging and Sharpe's life as fugitive from both sides, involved in some extremely dirty fighting, and with the beautiful Helene as a prize for bad conduct, and all in the middle of the battle of Vittoria. Sharpe's *Enemy* (fifth in the series) is published simultaneously by Fontana at £1.95.

● The *Bombay Marines*, by Porter Hill (Sovereign Press, 7.95) has a saturnine hero in Captain Adam Horne, of the Bombay Marines, the "Bombay Buccaneers". It is 1761, the French have just surrendered at Pondicherry, their Commander, Thomas Lally, is imprisoned by the British Army and for reasons that seem more than usually devious, it is essential that he is removed from the custody of the British Army and the British navy.

The only men Horne has to hand are convicted felons of varying nationalities, and with these 18th-century dirty dozen or so, some astonishing deeds are performed. Much of it is based on historical fact, though the characters are inclined to explain things to each other for our benefit.

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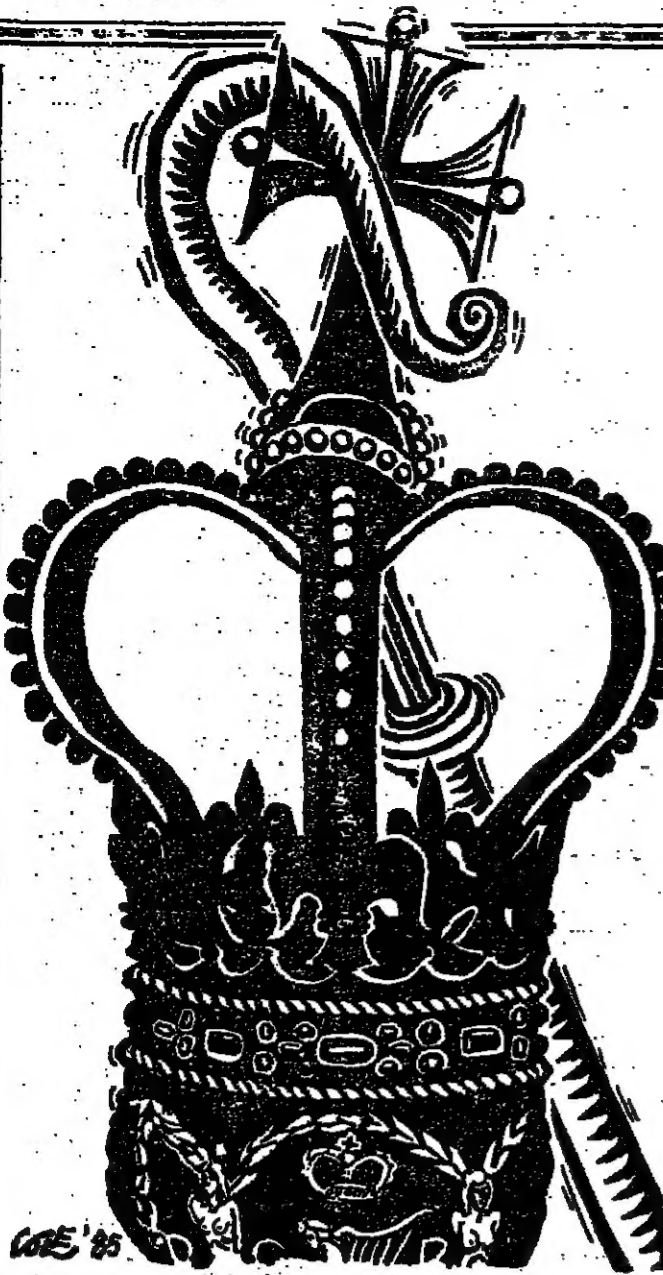
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A ROBERT HALE



## The ideal of the Norman church

Eamon Duffy

ROMAN CATHOLICISM  
IN ENGLAND FROM THE  
ELIZABETHAN  
SETTLEMENT TO THE  
SECOND VATICAN  
COUNCIL  
By Edward Norman  
Oxford, £9.95

This is an odd inclusion in the OPUS series. The three previous titles were, very clearly, short studies of great subjects - *What is Theology*, *Philosophy of Religion*, *Religion and the People of Western Europe*. In this slim volume we descend, it seems, to the chronicles of small beer, a brief guided tour to the history of English Roman Catholicism since the Reformation.

Edward Norman, with three fine studies of Catholicism in Victorian Britain behind him, is well qualified to offer a synthesis of recent writing about a religious minority which has recently been almost embarrassingly well served by a series of distinguished historians, such as John Aveling, John Bossy and Christopher Haigh. However, though the basic story is told, and told well, a synthesis of the present state of research is not what is on offer here.

The story of English Catholicism as Norman sees it is the tale of the sect that never was, a main-stream religious group forced into minority status which nevertheless somehow remained main-stream, unfunctioal, above all non-political. Catholics were consciously conservative bearers of the Great Tradition, who should by

all the odds have become millenarian enthusiasts or revolutionaries, or slipped back into apine acquiescence in the national Anglicanism. Instead they remained orthodox (by whose standards, one wonders?) constitutionalists devoted to English libertarian values, but jealous of their spiritual independence.

Above all, their bishops and priests knew their proper work. "The Catholic leadership was not noticeably taken up with the politics of social reform, as the Anglican leadership increasingly was... they did not regard political and collectivized solutions as appropriate ones for ecclesiastical leaders to promote... The bishops emphasized pastoral, not political work as the salvation of the poor." So

what the poor, "as by instinct" valued in even so flamboyant figure like Wiseman was "a confidence in the ennobling of present circumstances by the riches of eternity".

All this may be true, and it seems clear that Norman thinks this is just what is needed in Mrs Thatcher's Britain. To tell the story of English Catholicism, however, as an object lesson for Anglicans in how to stay spiritual in trying circumstances, does involve a certain amount of levelling of mountains and making rough places plain. At one end of the period the foreign political involvements of Elizabethan leaders like Allen and Parsons have to be minimized and made untypical. At the other, since Norman admires the pastoral priorities of the Victorian and twentieth-century episcopate, he has to pass over their essential mediocrity, and the deep hostility to thought in any form, especially theological, which, with honourable exceptions, prevailed from Cardinal Vaughan to Cardinal Heenan. It was this institutionalized distrust of ideas which made the English hierarchy so singularly unprepared for the upheavals of Vatican II. It underlay, also, some of the blunders perpetrated since, like the closure of Corpus Christi College, London, and the drowning under holy-water of all but the blandest suggestions produced by the Pastoral Congress.

This book is an astonishing feat of compression. Like everything Norman writes it has many felicities. But it tells us far more about his ideal of the Christian Church than about the more rugged reality of English Catholicism.

## Cultivating asphodel and hemlock in the garden

## POETRY

Robert Nye

Blind Homer, sniggered at by  
ignorant soldiers:  
Invented Olympus, propped among  
the clouds;  
And Greece exploded into golden  
fleets, and Europe  
Now, grew out of his long  
hemlockers...

An English poet of the high Romantic tradition, now in his mid-sixties, he has lived abroad, mostly in Italy, for the past 20 years, going his own way, indifferent to fashion, content to issue his work in semi-private editions or to see it circulate in manuscript amongst his peers. There is much to be said in favour of this as a strategy for any serious poet in a century where the decades seem to have grown progressively even lower and more dishonest than Auden noted the Thirties to have been. Not that Russell subscribes to any naive sense of the poet having his place "outside" society; one of his best poems turns on an almost mystical vision of that relationship:

Persicos  
odi, puer  
apparatus

Geoffrey Moorhouse

THE PERSIANS  
AMONGST THE  
ENGLISH  
By Denis Wright  
Taurus, £17.95

doggedly reviews every arrival of Persians in this country from the thirteenth to the twentieth centuries, and only on the last lap begins to select the most significant visitors. While slogging through the first half of Sir Denis's research, I was craving some sharper theme than he has pursued. A gap of 171 years between chapter one and chapter two discourages a reader from getting into his stride.

A most striking thing about these Anglo-Persian encounters is how long what we now call culture shock persisted. In 1809 Mirza Abul Hasan came to London as first envoy of the Qajar dynasty and, en route, was entertained by the British Ambassador in Constantinople. Observing couples waltzing in the embassy ballroom, one of the mirza's entourage enquired: "Pray, does anything ensue after all this?" British amazement centred on the rumour that Abul Hasan was the father of 63 children, six of whom were supposed to have been born on the same day. The chaste truth was that the envoy had but one wife and one child.

Queen Victoria gartered Nasir ud-Din to mark the uniqueness of his journey, and this very nearly produced a constitutional crisis during the reigns of both their offsprings almost 30 years later. Muzaffar ud-Din visited Britain with the intention, above all, of securing the decoration conferred upon his father, but found Edward VII unwilling to imitate Victoria's generosity. Not until the Foreign Secretary, Lord Lansdowne, threatened to resign, backed by the entire Balfour administration, did the King compromise by allowing a mini-Garter ceremony to take place later in Teheran.

The Anglo-Persian agreement which sealed this complaisance of Shahs came to an end when Reza Khan's coup d'état in 1921 finished off the Qajar dynasty. Sir Denis's most fascinating revelation comes as an afterword to that. It seems that in 1941, when they had decided that pro-Axis Reza Shah must go, the British unearthed an obscure scion of the Qajars and briefly toyed with the idea of anointing him King of Kings. They discarded this plan in favour of the Pahlavi heir Muhammad, who was eventually overthrown by the Ayatollah Khomeini. The rejected young man was a British naval cadet at the time, lately a boxing champion in the training ship "Worcester". Ever since the war he has lived quietly in London under the name of Drummond. And very glad to have missed it all, I imagine.

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## Unfashionable idea of gradual change

Woodrow Wyatt

EDUCATE, AGITATE,  
ORGANIZE  
100 Years of Fabian  
Socialism  
By Patricia Pugh  
Methuen, £10

The Fabians have always been a decent lot. More intelligent and usually better off, than most of their fellows, their conscience has led them into the search for greater fairness. They have never wanted to overturn society but gradually to improve it at a pace acceptable to the generality. They represent one of the best strands of British life.

The intention of the Fabians was to devise practical schemes to be adopted by the Labour Party for the juster distribution of an increased wealth, never for the Communist confiscation of it. From the start in 1884 they were sincere and earnest but not humourless. At a holiday camp in Wales in 1907 "Swedish drill classes shocked some because the women agreed to adopt the convenience of bloomers topped by a tunic in which to brave the morning dew on the lawn."

Fabian committee meetings were detailed and serious and Shaw often found them boring in their argumentativeness. However, their impact on the Labour Party's thinking until recent times was powerful. Labour leaders, including great figures like Attlee, Cripps and Gaitskell, were much impressed by the Fabian ethos of temperate change long prevailed in the Labour Party and was significant in the successful introduction of the welfare state by Attlee's government. The

last great exercise of the Fabians was New Fabian Essays in 1952 for which Dick Crossman and Tony Crosland drew up the synopsis with the book finally being edited by Crosland.

Thereafter the Fabians split into Bevanite and anti-Bevanite factions and lost their coherence and influence. The rise of the Marxist left in the Labour Party accelerated their decline when it provoked the formation of the Social Democratic Party. Shirley Williams, Bill Rodgers, Roy Jenkins, David Owen were and are natural Fabians. Because the Fabian Society is affiliated to the Labour Party members of the Social Democratic Party were excluded from membership removing from the Fabian counsels the kind of ideas needed to keep the Society up-to-date.

Miss Pugh has written a skilful and important book: it is sad that it reads more like a distinguished obituary than a hope for a valuable second century. The gentle, kindly, tolerant, practical intellectual Fabianism of the past is now out of fashion on the Left.

## KINGSLEY AMIS

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09 156240 6 Hutchinson £8.95

## Mackerellian historiography

Peter Jones

A HISTORY OF GREEK LITERATURE

By Peter Levi

Fiking, £14.95

No history of Greek literature can be wholly worthless which points out that, according to Xenophon, hunted hares always ran in circles to the left because one ear weighed more than the other. On the other hand, here is Levi's translation of a passage of Homer which claims to point up its "interwoven beauties and ironies" so that the text coheres like the "scales of mackerel".

So the Trojans kept watches; but infinite panic held the Achaeans, companion of cold fear, with grief unbearable all the best were struck. As two winds arise on the fish-haunted sea, Boreas and Zephyrus, and they rush down from Thrace, suddenly they come, and the dark wave is confused together, and it sheds much seaweed out of the salt sea, so was their spirit divided in the breasts of the Achaeans. And the son of Atreus, with great grief struck at heart, wandered to the clear-voiced heralds, commanding them to call each man by name to assembly, not to cry out, and he laboured with the first.

This is simply gibberish, reminding one only marginally of a mackerel, not at all of Homer, but very strongly of the sort of thing one got 6 out of 20 for at school. Levi comments helplessly "I am not sure what the seaweed is doing but I am certain its role is crucial", and the Professor of Poetry at Oxford ends by discussing the "metaphor of the wind and the sea" and other "metaphors" in Homer. Most people call it a simile.

In quality of comment, judgement and general accuracy, this passage is typical of the whole book. But more worrying still - we all make errors of fact and judgement - is the unintelligibility of what is said. What would anyone, not even a scholar, know about Homer make of the above? Yet these are the readers Levi says he wants to reach. It is self-evident he has not given a moment's thought to their actual needs. For example, he gives no references to the passages discussed. His summaries of Aristophanes' comedies ignore

most of the plot (when they are not getting it wrong). Here are three lines from Levi's translation of the famous seduction poem by Archilochus, the Western world's first "personal" poet (c.650BC) (my italics):

"I covered her over with my soft cloak  
and took her neck between my arms:  
she stopped crying and the fawn fled no more"

Had he got a head-lock on her? I am surprised she didn't stop breathing, and what's the fawn doing? Stopping to watch? Only with effort does one realize the fawn = the girl. This is slovenly stuff.

What we have in fact is less a history of Greek literature than a nineteenth-century "Garland" or "Nessey" of the sort written by vicars in Woodstock, which lays before the reader a selection of passages from Greek Literature, and adds a sprinkling of liberal, humane, slightly dotty comment explaining why they mean so much to the author.

The unnaturally defensive and apologetic preface seems to acknowledge that "history" is not his idea of fun. One can almost see Levi stumping wearily home from the usual dreary High Table at St Cath's, realizing with a shudder that he hasn't said anything about Plato's *Republic* yet (a work, which he confesses he hates), and eventually gearing himself up to write "The *Republic* is another very famous dialogue..." Thirty-five lines later we have read "intoxicating metaphysics", "work of art", "great increase of sheer creativity", "subdivided into ten books", but as to what it is all about - two lines.

A kindly critic might call this book a benevolently scatty ramble through Greek literature, very donnish, very Awford. The mackerels will have my copy.

We'd like to share  
a few words with you.

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## THE TIMES DIARY

### Unofficial secrets

I challenge the anonymous minister interviewed in Anna Ford's book *Men, out next month*, to come clean. Having seen an advance copy, I simply cannot identify him. He is in the Cabinet, and he is not Michael Heseltine. John Biffen denies it is him. In the Ford interview the mystery minister confesses: "As a man, I'm really rather shocked when the PM loses his temper with senior colleagues, as she does from time to time. I'm terrible at any emotional things in the theatre or the cinema. I weep when they play *God Save the Queen*. I wept at the wedding..." Lord Whitelaw, Sir Keith Joseph and Lord Hailsham are certainly emotional, but neither of the latter two is now married, unlike the mystery man. The said wife is very trendy - which could fit the spouses of Nicholas Edwards, Michael Jopling and Sir Geoffrey Howe. "He" has also been in the forces and it seems went to public school. Exit grammar school boy Norman Tebbit. "I don't believe I've got a dozen friends," says the mystery man. "Acquaintances I have many, but friends very few..." That could fit the entire cabinet.

### Weight for it

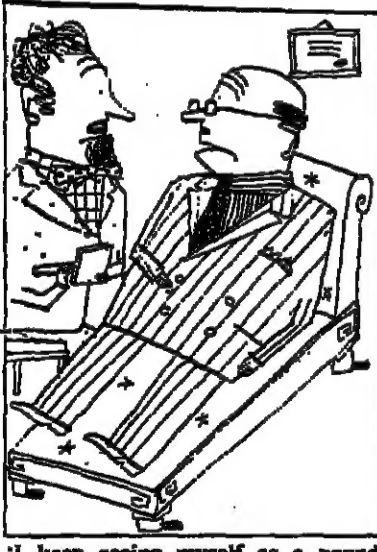
The most significant event of February 11 was the acquittal of Clive Ponting. Strange. I have been sent a copy of *Black Dragon*, the weekly bulletin of the miners' defence committee edited by Ken Livingstone, in which the editorial promises: "We know for certain that we have collected enough official backing from unions with weight to deliver a massive 24-hour General Strike on February 11. Through action in key sectors, we can bring much of the country to a halt. Its further promise of an indefinite general strike from March 6 must leave the Government quaking."

Not one, but two, MPs ring to tell me about yesterday's parliamentary aviation group meeting. The speaker - on developments in European airfares - was a Mr Middle.

### Down the river

The GLC is expected to demand the head of David Gothard, the artistic director, as its price for assuming financial responsibility for the Riverside Studios, Hammersmith, which is about to lose its £100,000 Arts Council grant. Gothard has been at Riverside since it opened in 1976. Trevor Vibert, chairman of the board, said yesterday it would be unfair to judge Gothard on *Sea Change*, staged last year and a critical and financial flop. "There have been some excellent things in which David has done a good job," he said. Sympathisers think the threat to Gothard emanates from "galloping philistinism" at County Hall.

### BARRY FANTONI



"I keep seeing myself as a pound piercing a psychological barrier"

### Breaking ranks

Like the Coal Board, Liverpool's Militant-dominated city council employs - or condones - blacklegs. That, at least, is the conclusion I draw from talking to Sam Bond, head of the council's race relations unit. Formerly an assistant building surveyor in Brent, Bond was appointed to his £14,000-a-year post last October. This enraged Liverpool's black community and the council unions, who maintain that his sole qualification was his support for Militant and have blacked the post. Bond, say his opponents, is spurned by those ethnic organizations he is meant to work with: instead he "twiddles his thumbs" in a council office to which Nalga has instructed its members to put no calls and give no help. Not so, said Bond when I put this to him. "I'm definitely not working... I am getting cooperation from the staff... [Nalga's] rank and file are at odds with their leadership."

### Of a feather

The death yesterday of Sir Iain Moncreiffe of that ilk may now lead to the disbandment of Puffin's, Scotland's answer to Pratt's, which Sir Iain founded in the early 1960s. The club, so-called after the nickname of Sir Iain's first wife, the Countess of Erroll, was heavily reliant on the enthusiasm of its founder. Yesterday member Lionel Daiches QC recalled the day when Sir Iain rang to ask if he would become a member. Daiches lamented it was too busy to join. "Nonsense," said Sir Iain. "You don't join, you don't apply and you are not elected. You are a Puffin. And once a Puffin always a Puffin. Just ensure I get your £5 a year." The subscription never changed and no one was ever blackballed.

PHS

# Helping Spain, via the Falklands

by Lord Douro

EEC foreign ministers meet in Brussels today to try to resolve the remaining difficulties about the terms of Spanish and Portuguese membership. Only if the negotiations are concluded in the next four weeks is there any hope of adhering to the accession date of January 1, 1986. That they should succeed is of the highest importance, not only for the EEC but also for Nato.

Spain's moderate socialist government regards EEC membership as its first priority. When in opposition, it criticized the previous government's hasty accession to Nato (though Spain is not yet part of its military structure). The deputy prime minister has said unambiguously that the government will not be able to recommend a "yes" vote in the referendum next February on Spain's continued Nato membership if Spain is not by then a member of the EEC.

The opinion polls show a majority of Spaniards wishing their country to leave Nato. This has not been helped by the recent expulsion of two US diplomats who had tried to photograph the communications equipment at the prime minister's office. Spaniards are also unhappy over the disclosure that the US Defence Department, without consulting the Spanish government, has plans for storing nuclear depth charges in Spain.

Some members of the government who have supported EEC membership wholeheartedly in the past are now having serious doubts because they consider the terms proposed too tough. Many ordinary people realize that for some years membership will

be painful, and they are beginning to wonder whether it is worth it.

Both Spain and Portugal applied to join the EEC in 1977 soon after the restoration of democratic government in each country. Spain was isolated by the rest of western Europe after the Second World War because of the Franco dictatorship. Most Spaniards thought that a return to democracy would be welcomed by speedy entry into the EEC. They cannot understand why it has taken so long to negotiate, and why almost every existing member is raising difficulties.

If Europeans are keen to have Spain in the military club, why not in the economic and political club? A large cross-section of Spaniards are not prepared to be in one and not the other.

Britain, because of its position on fishing, has a key role to play. We are insisting on the right to exclude Spanish fishermen, except for the present number of licences, from EEC waters for 15 years. We are also seeking a reduction in the size of the Spanish fishing fleet. The Spaniards argue, not unreasonably, that their own consumption of fish per head is already three times greater than in the EEC, and still rising, and that a reduction in their fleet would simply provide greater access to their market for French fishermen. They say the question of Spanish access to EEC waters should be tied to EEC access to the Spanish market. Spain already imports \$300m of fish each year, mainly from EEC nations.

It is possible that the waters around the Falklands could be a substitute for the EEC fishing grounds which are being denied to the Spaniards. Britain has not yet declared a 200-mile economic zone around the Falklands, and fishing there is free for all. My MEP colleague James Provan has proposed that fishing near the Falklands should be controlled by licences.

Shore facilities could be established and a majority of the licences could go to Spain. The idea is supported by Spanish fishermen.

The position of Portugal is somewhat different. Portugal was a founder member of Nato and the European Free Trade Association. The EEC can absorb Portugal without too much indignation, but there is a certain tension in Portuguese politics at the moment and there is no doubt that a speedy conclusion to the EEC negotiations is important for them too.

The recent opening of the Gibraltar frontier and the talks in Geneva between Sir Geoffrey Howe and Fernando Morero, the Spanish foreign minister, have created a new beginning in Anglo-Spanish relations. An Anglo-Spanish axis in the EEC could be a powerful counterweight to the present Franco-German dominance. Continued Spanish membership of Nato is an essential ingredient of western strategy. For these reasons we must hope that the EEC Council of Ministers will agree on terms acceptable to Spain and thus secure the alliance with a natural ally.

The author, MEP for Surrey West, is vice-chairman of the political committee of the European Parliament.

## Christopher Walker on Israeli discord as Lebanon casualties mount

# Phased pull-out or straight home?

Jerusalem  
Israel's hard-pressed and often sorely divided cabinet of national unity will convene on Sunday to make what many Israelis believe could be a fateful decision. It concerns the timetable for the second of the army's scheduled three-stage retreat from Lebanon to the international border.

The session will be taking place against the backdrop of Israeli criticism of French UN troops, a depressing cycle of ambush and repression in the embittered Shia Muslim villages of southern Lebanon (most not officially due to be evacuated until stage three) and a growing national clamour for the withdrawal to be speeded up to save Israeli lives. This background is not significantly altered by the optimism over Egyptian President Mubarak's latest peace initiative. Any outcome would be long-term, while the hard decisions about Lebanon will not wait.

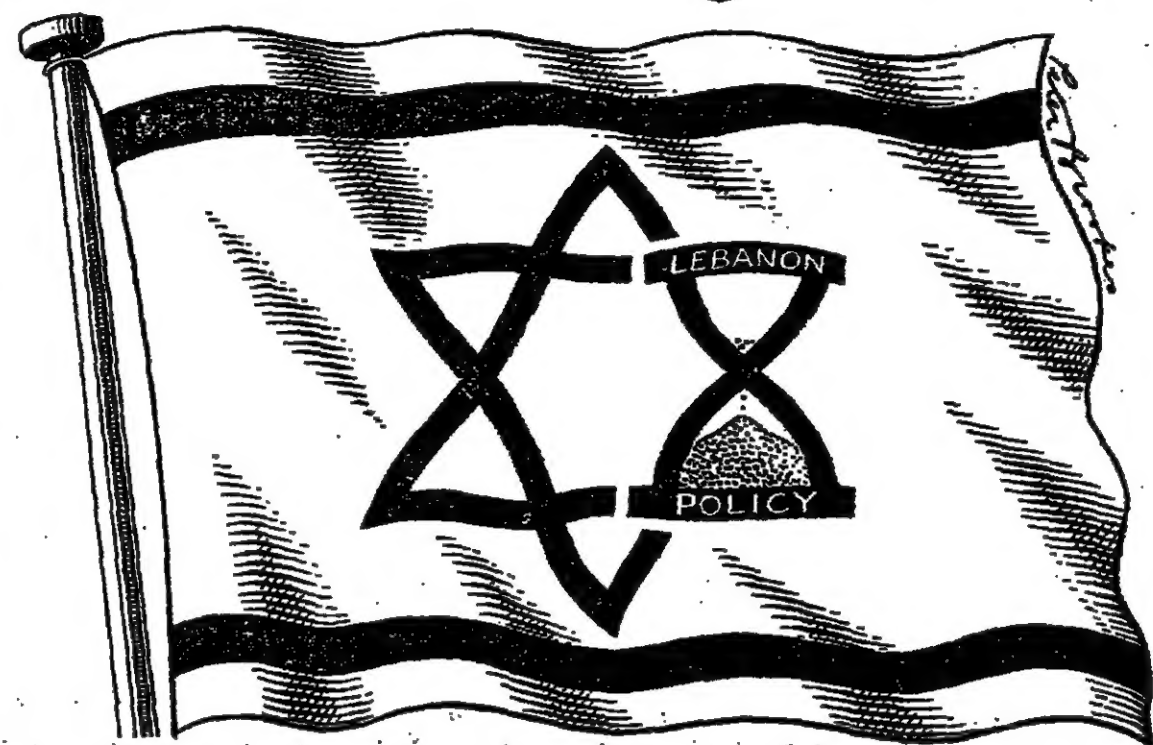
Unlike phase one, which was geared to a specific deadline, no firm dates have been laid down for the rest of the withdrawal process. But there has been widespread speculation - encouraged by government officials - that the second stage of disengagement from confrontation with the Syrians in the east will be complete by early May, and the final return by early September.

The mounting intensity of guerrilla warfare being waged by Shia Muslims inside the occupied area, the ferocity of the Israeli response (largely concealed from the public eye) and the call from Lebanese President Amin Gemayel - once seen by Israel as an ally - for the embassies to continue has ensured that the debate will take place amid a new mood of disenchantment with the \$1m-a-day Lebanon adventure.

Nowhere was this more apparent than in a signed front-page editorial in *Yedioth Ahronot*, a conservative Tel Aviv paper renowned for its support of the 1982 invasion and of the right-wing Likud bloc whose leaders are among those most opposed to any speeded up retreat.

"What is being done to us by the Lebanese - their gangs and government authorities - is the worst thing, the wildest barbarism. They are murdering our people who are in the process of full withdrawal from the area. They lurk waiting for them behind every corner to kill them before they get out of the hell," wrote the editor-in-chief, Herzl Rosenberg, in his bitterly worded change of heart.

Among the soldiers and officers themselves, the wish to leave Lebanon is as tangible as the fear which has manifested itself with good reason in every Israeli patrol camp. Whereas once reporters covering the war were free to travel without flak jackets, to stop at Lebanese restaurants with their escort officers (who sometimes left their guns in our cars) and make purchases at the many bargain stalls, today we are not even permitted to



stop for a call of nature because of the possibility of ambush.

It is still unclear whether the cabinet will respond to this collapse in national morale with an accelerated departure from what even an unquestionable patriot like Ze'ev Schiff, Israel's leading military commentator, is now describing as "Israel's Vietnam".

Mr Schiff whose objectivity is respected by both main parties, recently paid his first trip to Lebanon for some time. "It is not just a different Lebanon," he reported. "It is, first of all, a different Israeli army. It is astonishing and painful. What people who have initiated this war have done to the Israeli army is unforgivable. You no longer talk about 'What the Israeli army is defending' but 'Who will defend the Israeli army?'"

Despite this and other equally damning indictments, most recent surveys have shown that a majority of the cabinet is opposed to any significant speeding up of the withdrawal or to the plan canvassed by a minority of ministers (including a former member of the Likud, a former member of the Likud, and Vigal Hurvitz) for stages two and three to be merged into one, with the next move being straight back to the border. Some senior government sources argue privately that such a move would be politically impossible because of the stubborn opposition that could be expected from Likud, whose ministers are understandably reluctant to admit the failure of their original war aims.

These same sources have also speculated that the army whose disintegration for the continuing occupation is an open secret - may well have deliberately selected the present uncomfortable front line, almost three times the length of that abandoned on February 16, in order to sabotage any attempt by the

politicians to dig in rather than pull further back. Indeed, since the escalation in ambushes (on one night last week there were 11 in the Tyre region) there have been calls from some politicians on the right for Israel to consider a permanent military presence south of the river Litani, with a scorched earth policy designed to force all Muslims now living there to flee north.

There have long been sceptics, both in the Arab world and among the United Nations personnel who have observed the Lebanese war at first hand, who find it hard to believe that Israel will ever again withdraw completely behind its border. The Israeli government continues to insist that with the exception of some advisers for the proxy South Lebanon Army - the mainly Christian militia founded by the late Major Saad Haddad - it will withdraw all its men. But the rider is always added that the right of return is reserved if guerrilla attacks against northern Israel resume.

The bitter disillusion with Lebanon - a feeling driven home almost nightly by the harrowing funerals of military victims shown on television - was apparent in the rarified academic atmosphere of a recent symposium on the war at Tel Aviv University. By mid-afternoon the distinguished audience appeared devastated by the repeated admissions of failure. One senior defence personality commented acidly: "Sharon has just been tried in absentia and found guilty", while another was heard to remark in Hebrew: "My heart is breaking."

The most original contribution came from Dr Clinton Bailey, a former adviser on Lebanon to the defence ministry, a collector of Bedouin poetry and along with the late Moshe Dayan, probably one of the Israelis who best understands the

working of the Arab mind. He contended that the longer Israel harbours the illusion that the disintegrating SLA can maintain security the less chance there will be of obtaining it.

In spite of the recent intensification of guerrilla attacks he argued that the Shia Muslims are still Israel's natural ally against the return of the PLO and that it was still not too late to try for some agreement acceptable to Amal, the Shia organization which provides an infrastructure in more than 200 occupied south Lebanese villages.

It was a refreshingly reasoned case whose message - that since the Shia in the south formed the majority of the population, it was disastrous to place Israel's hopes on an imposed Christian force like the SLA - appeared destined to fall on deaf ears within the defence establishment. After more than 600 deaths and 3,500 wounded on the Israeli side little prospect is being held out for the future beyond a return to the Christian-dominated buffer zone which gave such unsatisfactory protection to northern Israel before the 1982 invasion.

Whatever the final decision taken by the cabinet, the message being relayed by military chiefs about the future chances of "peace for Galilee" is uniformly bleak. "In my estimation we will be involved with terrorism in the north for many years", predicted General Uri Orr, the popular head of the army's northern command. "Possibly following Israel's withdrawal, this will be within narrower parameters for a few months. But afterwards it will increase. The Palestinians will reorganize, and once the balance between the vermin, snakes and scorpions has been restored, they will turn against us again."

## Contras plus Reagan no match for Congress

President Reagan's attempts to make sense of his beleaguered policy on Central America have produced some strange spectacles: semi-secret negotiations in Mexico between the US and Nicaragua, which inevitably collapsed; a US-sponsored attempt in Miami to unite the Nicaraguan guerrilla groups, which never stood a chance. Now the White House and Congress are publicly battling over funds for Reagan's "secret" war against Nicaragua. Reagan is heading for defeat.

Echoes of the Bay of Pigs and Vietnam blight the administration's attempts to step up the military pressure on Nicaragua. But for congressional restraints on Reagan, the contras would now almost certainly be bombing and harassing the Sandinista government with great ferocity. As it is, the guerrilla army is sinking into disarray - more out of a lack of logistical support and guidance from the CIA than a shortage of money. The guerrillas began as a rag-tag band, their numbers growing to 14,000 as a result of \$75m of secret US funding from 1981-84; they are in danger of becoming one again.

Thwarted by the congressional ban on further funding, Reagan has made it clear that he welcomes

private finance: by all accounts there is no shortage of corporations and wealthy conservative Americans willing to oblige.

Money apart, there are severe problems of discipline and efficiency. CIA agents used to exercise some control over the guerrillas until Congress ordered them off the scene last year. Now it is up to the rebel leaders to keep up their men's morale, to ensure that they are properly armed, fed, clothed, trained, and disciplined.

They are demonstrably not up to the task. The rebels are under siege from heavy Nicaraguan artillery and newly acquired Soviet Mi24 helicopter gunships. They are fighting back with light mortars, no longer assisted by the CIA-supplied air transport and support system. A US official conceded that the guerrillas are in no position to capture and hold large tracts of territory beyond the remote jungles of eastern Nicaragua. However, they are still capable of inflicting grave damage on the economy by hit and run attacks. And their very existence ties up substantial Nicaraguan resources.

Not long ago the US was secretly urging the rebels to capture a Nicaraguan town, any town, and set up a provisional government that

Washington could formally recognize. That is now a fading dream.

The US-sponsored attempt to unite the rebel groups was defeated by the deep divisions among them. The collapse of the effort convinced Congress even more that it was right to cut off funding.

The main guerrilla group is the Nicaraguan Democratic Force. What if it collapses? One can only tremble at the thought of what thousands of well-armed, angry, displaced, disillusioned men might do. Neighbouring Honduras is scared of such a prospect.

Although describing the contras as "our brothers", Reagan would never offer them a home in the US. "They are wild, dangerous men, and the president knows it," a senior congressional source said.

Honduras is the centre of America's military intimidation of Nicaragua. The US treats the tiny republic - poorest in the isthmus - with superpower arrogance, stationing thousands of troops on its soil, using it as a base for reconnaissance flights over El Salvador and Nicaragua, and until Congress intervened, stationing large numbers of CIA agents there to train the Nicaraguan rebels.

American military engineers have constructed two radar stations, strengthened or built a number of bridges, and improved or built eight airfields in Honduras - all supposedly temporary projects as part of joint military exercises. That is nonsense. One airfield is headquarters for a 1,200-man US military presence, including a field hospital and an air reconnaissance squadron. Many Honduran leaders, military and civilian, regard the US presence as an offence against national sovereignty and self-respect.

Reagan's options in Central America are now severely limited. To sever diplomatic relations with Nicaragua would hamper intelligence gathering and offend the Contadora nations - Colombia, Venezuela, Mexico and Panama - who are trying to negotiate a regional peace agreement.

The US could impose economic sanctions, but its allies in the region would probably refuse to follow suit. And such a move would probably drive Nicaragua towards greater dependence on the Soviet Union and Cuba. From every angle, it seems, Reagan is thwarted.

Christopher Thomas

Ronald Butt

# Scargill's gift to Thatcher

In Trafalgar Square at the weekend, Mr Arthur Scargill told a rally of his supporters that his strike had "motivated a resistance movement similar to the one that had worked throughout the Second World War". That is indeed his great achievement and the British people may come to feel that they owe him a debt of gratitude.

The resistance Mr Scargill has motivated is not, however, that of the miners' strike, which is now collapsing with nothing to show for it but the hardship of the misled men and their families. The significant resistance is that of the Nottinghamshire and Midlands miners who from the start have held out against Mr Scargill's call for blind obedience, and of those workers in other trade unions who have resisted every attempt to bring them out in his support.

It has been the Nottinghamshire miners' working despite intimidation, the transport workers who insisted on moving coal, the power workers who were determined to say on-duty, and the dockers who refused to stay out on strike, who have ensured the defeat of Scargillism. In doing so they have struck a blow which may well have shaken loose the bonds of feudal trade unionism under which workers have put themselves under a medieval man submitted to a feudal lord, were required too often against their own real interest to follow wherever their leaders led.

The recent desperate attempts of the TUC and even of the Labour Party to secure a negotiated settlement to prevent the final rout of Mr Scargill's regime tell its own tale. In one sense, Mr Kinnock and his colleagues should benefit even more than Mrs Thatcher from the defeat of Mr Scargill's type of militancy, which represents everything suffered by Labour moderates and members of the legitimate left at the hands of the hard left. They (like responsible trade union leaders) cannot wish success to tactics that put democratic socialism at risk.

Yet they also see that successful resistance by ordinary trade union members to the demands of their herons could strike at the essential power structure and force it to go in new directions. Some moderates might welcome this, but the vast majority of Labour activists, little though some of them may like Scargillism, do not relish change in the power base which has sustained their party for so long.

They know that Mr Scargill's ambitions have been defeated by trade unionists who have houses, mortgages and savings (except to the extent that Mr Scargill has drained them away) and who have come to see the connection between the marketability of their product and their own prosperity. They are the very voters against whom Mr Benn complained bitterly in the 1979 election on the grounds that, having bought their council houses, they dared, in a wild gesture of individualism, to bedeck a new front-door with a brass knocker, and even sometimes put a Tory poster in their windows. The newfound confidence of the individual property-owning trade unionist is a cause of real alarm in the Labour Party.

All this represents a great challenge to Mrs Thatcher and when the soft ends she will need to respond with sensitivity and imagination. Seeing Mr Scargill off will assure the Conservatives of nothing. During recent months there has been a seepage of support from both directions to the Alliance. It would not surprise Conservative strategists if the Alliance pushed Labour into

third place in the coming months. In theory, of course, the Conservatives would prefer a party structure within which power alternated between themselves and a radical party that accepted a free economy rather than a socialist party. But they also know that (as demonstrated in a study of the British electoral system by Dr Gordon Reece of Bristol University just published by Conservative Action for Electoral Reform) the effect of the Alliance could well be to let Labour in.

The key fact shown by Dr Reece's painstaking and erudite academic study is that while Labour needs only 23 per cent of votes to remain the second largest party, the Conservatives have cause to worry about their existence as a major party if their vote drops to 32 per cent in a situation in which the Alliance was a serious competitor. In the latest opinion poll by Gallup it was down to 30 per cent with Labour at 32 and the Alliance at 31.5 per cent respectively.

Mrs Thatcher has to address her mind to the need to be more responsive to the mass of potential Conservative voters, and to the Two Nations syndrome of North and South. Some of her ministers will need reminding that it will not do to think as though the Tories were a southern middle-class party. Equally there are risks in Mr Lawson's ideas (now apparently abandoned) for removing the "distorting" tax advantages for mortgages and pensions - advantages which, over the rational case against them, help lay the foundations of widespread property ownership. She also has to take note of the clear evidence from the Gallup poll that only 25 per cent of Conservatives opted for tax cuts at the expense of social services, while 46 per cent wanted more social services and 25 per cent chose the status quo.

This does not mean that there is no possibility of removing wasteful and unnecessary state provision, or of shifting some responsibilities from state to private. It does mean, however, that the case for restructuring the health and welfare services on more rational lines remains.

Nor does it support the often irresponsible attacks on some of the Government's economies. But it is increasingly important that the Government should not seem indifferent to accusations of reducing standards in such services as hospitals, on which the great majority rely.

Mrs Thatcher's instincts support this position but her rhetoric of personal responsibility, and the undoubted need to resist demands for greater total spending, do not make it easy for her to acknowledge it. Nor, so far, has she brought herself to address the task of encouraging trade unionists directly on how the new position when this destructive strike is over.

The way should be open for a more responsible and decentralized kind of trade unionism which is less baronial and more open to local bargaining in the light of local conditions, recognizing that each worker's prosperity rests on the productivity of his work. That should involve, wherever possible, worker's participation in the profitability of their work. But all this will only happen with government encouragement and it cannot be taken for granted. Trade unionism could quickly fall back into the old ways which prevailed before Mr Scargill reduced them to tragic absurdity. This strike's end will be a great opportunity for Mrs Thatcher: what she says, and how she says it, will hardly be less important than what she does.

## moreover... Miles Kingston

# Anaerobicsia nervosa

When I was in India recently I found in one hotel bathroom a small packet labelled clearly "Quick Aids". My first reaction was to marvel that such a fashionable disease had reached India so quickly. My second was to purchase a pair of rubber gloves and two steel forceps with which to inspect the contents of this interesting package. My third was to feel rather ashamed as I withdrew one sticky plaster, one nail-file and two cotton buds, presumably supplied to deal with particularly nasty hangnails.

I should have known better. In my experience, any disease is almost impossible to catch as soon as it becomes popular. The public being the morbid animal it is, it is necessary at any given moment to have at least one ailment which is sweeping the western world, but there is never any necessity actually to catch it, only to be scared stiff by it. In my own lifetime I can remember such killers as Asian Flu, slipped discs, Lassa fever, Legionnaire's Disease, anorexia nervosa, botulism and Melvyn Bragg's Knee. I know it was presented to us as a dance craze, but really, a compulsion to exercise the body until it cracks and then limp for the rest of your days can only be classed as a trendy disease, a sort of energetic version of anorexia nervosa.

Anorexia seems to be on the wane now, for the simple reason that it is being replaced by Aids: the public mind cannot grapple with two diseases at the same time. Personally, I have no time to grapple with either - having returned from India, land of cholera, typhoid, malaria and leprosy, I have been having trouble with a pesky hangnail. Luckily, the nail-file and sticky plaster have proved sufficient, and I now have two untouched cotton buds with which to combat the next killer illness after Aids: Out-past record. They should be more than sufficient.

"Not on your life, Miles," he said. "One thing I have learnt in life is that anyone who is engaged however loosely in media appearances should never indulge in any sport which can threaten to cripple your career at a stroke. Think of Marc Boxer's finger. Think of Melvyn Bragg's knee..."





P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

## VESTED INTERESTS

In his speech on the plight of urban communities to the Institute of Directors on Tuesday the Prince of Wales quoted from the architect Mies van der Rohe whose ideas have held too much sway over architects for too long. "The individual is losing significance," his destiny is no longer what interests us. The decisive achievements in all fields are impersonal and their authors are for the most part unknown. They are the part of the trend of our time towards anonymity."

The Prince went on to reject this philosophy. He sought to illustrate how the victims of such a doctrine are those who have been condemned to inhabit the impersonal housing estates of much post-war inner city development. He gave examples of how they can be released from their bondage, not by money, but by being given the opportunity to recapture their individualism and, with it, a sense of initiative and self-confidence which, as he put it, was "waiting to be released from the over-numerous shackles of bureaucracy and the all-pervading atmosphere of the professionals' knowing what is best for you".

Where individuals, after a struggle, have been given a chance to decide what kind of housing they wanted in a new public scheme, they had been able to contribute to the conversion of an old slum into an attractive village. Their environment acquires a varied character where before there would have been only the overwhelming personality of public housing expressed in that dead anonymous form of architecture imposed from above and reflecting all those inhuman characteristics

epitomized by the Mies van der Rohe statement.

There is a lesson here which obviously goes far beyond the needs of community architecture, though the examples produced by the Prince of Wales suggest that it is an idea which should be taken up with enthusiasm in that quarter even against the likely and entrenched hostility of vested interests in local bureaucracies, building firms and the world of architecture.

Vested interests. They are at the heart of the British disease. Wherever you look there are pigs with their noses in the trough of public subsidy. They claim that they represent a general interest but they squeal only too loudly if they suspect that their part of the trough is to be threatened.

Britain is a deeply subsidized society. Any society which struggles along under the burden of so much state subsidy is likely to be a sick society. But in the case of Britain this burden is aggravated by the fact that the subsidies are so widespread and so indiscriminate in their application that nobody could argue that this particular structure of subsidy adheres to some principle of social justice.

The vast mass of state subsidy does not find its way to the truly deserving recipient. On the contrary, the long-suffering taxpayer provides colossal subsidies for private industry, private agriculture, private savings and the welfare payments which amount to more than half state spending find their way into the wrong pockets. They assist people whose level of income should not require the state to provide them with support of any kind. Those people would object

loudly to any withdrawal of taxpayers support for their mortgages, student grants or housing improvement grants yet they would probably be the first to complain of the many abuses of the welfare system which enable so many people to draw the dole while working actively in the black economy.

The black economy may deprive the Treasury of much-needed revenue because people are not paying their taxes. On another level, however, the black economy is to be welcomed. It shows that, beneath the crust of subsidy and the state-induced fatalism which infects so much of the corporate economy, there is indeed an "enterprise culture" at work such as the Prime Minister perceived to be the foundation of American economic success. In the black economy there are individuals who have refused to be intimidated by the environment of state help. They do not wait for the nanny state to provide them with life's necessities and to precondition their environment.

The subsidy culture is hostile to an enterprise culture, and therefore to the flowering of the individual, since it relies on a few in authority to make decisions for the many. It must be overturned by, for instance, an even greater advance in home ownership rather than the council norm, by encouraging working place participation rather than succumbing to the domination and uniformity of class war rhetoric and the corrupting irresponsibility of the closed shop on the one hand confronting a remote management on the other. The key to this social regeneration lies in the individual. It starts with him.

## THE MUBARAK INITIATIVE

The proposal for direct talks between Israel and a joint Jordanian-Palestinian delegation, made last Sunday by President Mubarak of Egypt in an interview with the *New York Times*, has aroused more widespread and serious interest in the Arab-Israeli peace process than any move since President Reagan's initiative of September 1, 1982.

It is indeed very close in spirit to that initiative, which called for "broader participation in the peace process - most immediately by Jordan and by the Palestinians", and which envisaged "self-government by the Palestinians of the West Bank and Gaza in association with Jordan" as the key element in a lasting peace.

The Reagan plan, which engendered much hope in the tragic but fluid circumstances created by Israel's invasion of Lebanon, eventually foundered on two things: the unwillingness of Mr. Begin's government in Israel to lend it credibility by accepting Mr. Reagan's suggestion of an immediate settlement freeze; and the inability of Mr. Yasser Arafat to persuade his followers to accept a formula negotiated between himself and King Hussein and designed to leave the door open to the kind of negotiations Mr. Reagan envisaged.

Prospects seem better now in both respects. Mr. Begin has left politics and, though he is now talking of a comeback, he seems

to be in a conciliatory mood, being willing to recognize Mr. Mubarak's proposals as being "in the direction" of the Camp David agreement. Meanwhile there has been a general election in Israel which has brought to power a coalition government headed by Mr. Shimon Peres, who welcomed the Reagan initiative at the time, has consistently favoured a "Jordanian" solution for the West Bank, and has now seized on Mr. Mubarak's proposals with great alacrily; already since Sunday he has received two senior Egyptian envoys and has sent a minister who enjoys his own confidence to talk to the Egyptian president.

On the Palestinian side the balance of power has shifted in Mr. Arafat's favour, thanks to the departure of the radicals who have thrown in their lot with his irreconcilable enemies in Damascus. There now is an agreement between King Hussein and the Palestine Liberation Organization, ratified by the latter's executive committee, although there are still dangers of it coming unstuck owing to disputes about its correct interpretation. Certainly the gloss which Mr. Mubarak has put on it is unwelcome to some of Mr. Arafat's key advisers, such as Mr. Salah Khalaf ("Abu Iyad") who was reported yesterday by the Kuwait news agency as saying that Mr. Mubarak had "offered major concessions to the United States in advocating the American-Israeli stand which denied

the PLO the right of representing the Palestinians". This was because Mr. Mubarak had said the Palestinian members of the Jordanian-Palestinian delegation could be "pro-PLO" people from the West Bank, rather than official PLO members.

Mr. Khalaf also objected to the exclusion of the Soviet Union from the process, at least in its initial stages. This was no doubt a deliberate move on Mr. Mubarak's part, intended to overcome American and Israeli scepticism about the usefulness of an international conference which the Russians would attend, as called for by the Hussein-Arafat agreement. This could come later. Mr. Mubarak now suggests. Whereas other advocates of it had seen it as casing the way for the PLO to accept direct negotiations, he sees direct negotiations as smoothing Israel's path towards an international conference.

By forcing the issue in this way, Mr. Mubarak has taken a calculated risk, no doubt approved in advance by King Hussein if not by Mr. Arafat himself. It will be tragic if the whole thing unravels because Mr. Arafat feels obliged to denounce it, or for that matter because Mr. Peres finds himself hemmed in by the Likud members of his own government and by the lengthening shadow of Mr. Begin. The proposal deserves articulate encouragement and support - that of the United States, of course, being particularly crucial.

## LITTLE CRIME FROM BIG CRIME

The coal strike has touched on so many aspects of national life that it will be a long time before the country can fully come to terms with the implications of all that has happened, and separate the facts from the myths. Even if the direct industrial and political effects are left on one side, the significance in the law-courts alone of the prodigious number of important precedents set in the course of the strike is incalculable. In policing, the sustained large-scale operation of the National Reporting Centre has significantly changed the relationship between national and local levels in ways that are yet to be absorbed. The protests this week by legal representatives of 87 South Yorkshire pickets against whom charges were dropped shows one robust myth - of law exploited for political reasons - in the making. Our interview today with Chief Superintendent Speed of Brixton provides material for what may or may not be another - the claim that depletion of forces because of the strike allowed a nationwide crime wave to develop.

Official crime statistics are notoriously deceptive as indicators of actual changes in criminal activity. They reflect officers' zeal as well as the readiness of the public to confide in the police. At this stage the figures for the strike period are naturally only preliminary and partial. They do suggest that

hard-pressed forces did have a lower success in clearing crimes up than in the past. Mr. Speed is no doubt that the strike has had a "devastating effect" in Brixton; the Chief Constable of West Yorkshire, in his annual report today, likewise points to an increase in recorded crime which began last March (like the strike) after a period in which the trend was falling. National figures, not yet published, are reported to show a rise of about eight per cent last year, following a fall of half a point in 1983.

But before a myth takes hold, it is worth noting that the drop in 1983 may itself have been anomalous, following as it did two years in which the upward trend was even faster than last year's. Mr. Speed's Brixton figures suggest a rise of no more than the national average in robberies, a considerably larger rise in burglaries, and a small decline in thefts of or from cars. The diversion of Brixton officers to the coalfields (there were times when one officer in four had been sent away) was clearly a serious blow to the intensive and fruitful efforts of the police to improve relations with the local community. But the success of the special crime prevention campaign last month suggests that the check may only have been a temporary one.

Obviously in one sense the strike has caused a rise in crime - in the obstruction and outright violence to people and property

done by some of the strikers themselves. It will be debated endlessly whether different tactics at the start by the police and parties able to take civil action against illegal picketing would have proved more successful or less. A greater readiness to invoke the law might have broken the threat of the mass picket more quickly and at less cost, but the intensity of the initial confrontation would have carried its own risks.

It can be hoped - and precedents from Brixton and Liverpool give some basis for hope - that the violent hostility towards the police and law which has sometimes been apparent may dissolve relatively quickly once the crisis is over. If there has been an opportunist crime wave linked to the strike, the continuing return of police to their home beats seems already to have begun to eliminate it. If there has been a crime wave, it will have had an absolute cost - in distress and fear as well as in financial terms. This would be just one more cost to add to the manifold list of costs attributable to the strike - ranging from policing costs to the expense of importing oil to keep the power stations running. A heavy responsibility lies on those who promoted this futile action and sustained it months after all hope of success was gone. But the necessity for the country to incur those costs rather than submit to a challenge so lawless and violent cannot be doubted.

## Opposition to tax on pension funds

From the Chairman of the Legal & General Group Plc

Sir, Your leader on "Budget boldness" (February 22) is marred by one very serious illogicality. You suggest that as part of a package of tax reform taxation should be levied on the investment income of pension funds.

As noted by the Meade committee in 1978 the current tax position of pensions is virtually ideal in itself, with tax relief on contributions, and investment income, and tax payments deferred until the actual receipt of pensions. That this way of saving has fiscal advantages does not derive from the improper tax treatment of pensions but from the inappropriate treatment of other forms of saving - implicitly recognised by your reference to "the shambling" of Britain's system of capital taxation. To condone a tax on pension fund income is to impose a further distortion on the system.

To depict such a development as part of a programme of "radical reform" is intellectually untenable. It may be good politics - or it may be bad politics. It has, however, nothing to do with "reform". The raising of tax income by a charge on the investment income of pension funds has no justification in terms of economic efficiency or in terms of the much-used and misunderstood objective of "fiscal neutrality". It would clearly represent what might be best described as "fiscal opportunism".

Finally, there is no foundation whatsoever for your statement that such a tax is one for which "the industry is already half-prepared". The innuendo in this statement is clearly that for "preparation" we should read "acceptance". Nothing is further from the truth either as far as "the industry" is concerned or employers or, most important of all, the millions of current and future pensioners.

Yours faithfully,  
JAMES BALL, Chairman,  
Legal & General Group Plc,  
Temple Court,  
11 Queen Victoria Street, EC4A,  
February 26.

## Anatomy of SDP

From Mr Dick Tavner, QC

Sir, Mr George Brock, in his article about the SDP (February 25), is wrong in suggesting that the new Public Policy Centre is in some way an SDP group.

We are certainly concerned with developing alternative strategies to the prevailing orthodoxies of the present Government. But we are a charity, independent of political ties, and have drawn into our work people of all parties and none. When I became the original founding director of the Institute for Fiscal Studies, and later its chairman, the political impartiality of that fiercely independent organisation was never prejudiced by the fact that I was a former minister in a Labour Government and, later, a member of the SDP.

George Brock was also wrong, incidentally, in seeming to suggest that differences of views about relations with the Liberals coincide with views about incomes policies and demand management or, for that matter, personalities. There is no Jenkinsian faction in the SDP. Indeed, it is time that this myth was firmly laid to rest.

Not to be, to my knowledge, any particular group of people advocating old-style demand management and old-style incomes policies; or if there is, the names mentioned are not part of it. Yours truly,  
DICK TAVERNER, Chairman,  
Public Policy Centre,  
37 Golden Square, W1,  
February 25.

## Costs of legal aid

From Mr P. S. C. Lewis

Sir, I assume that by heading your editorial (February 13) "Divorce on the taxpayer" rather than "Justice on the taxpayer" you were suggesting (without having to say so explicitly) that sorting out the consequences of broken-down marriages had no element of public interest about it.

A moment when the Lord Chancellor's civil justice review indicates a recognition of the injustice to paying litigants caused by the costs of our court system hardly seems to be the right one for extending that injustice, in the name of equality, to those least able to bear it. You do not mention, incidentally, the additional duties in relation to "extrajudicial" litigation imposed on lawyers for assisted persons.

I think your argument is that all public provision should be reduced to the level of the worst, but your focus of attention is so narrow that it is impossible to be sure. Yours faithfully,  
P. S. C. LEWIS,  
All Souls College,  
Oxford.

## Famine in Africa

From Mr D. C. Carden

Sir, Climatologists predict that the drop in rainfall in the seventies and eighties in the belt that lies south of the Sahara and stretches from the Red Sea to the Atlantic will continue for the remainder of the century. So we face the crisis of today as brought home to us by T.V. But the probability is that the crisis will last for years. What then needs to be done? There are, I believe, three "musts".

First, food-surplus parts of the world, western Europe among them, must continue to provide food aid. Second, the black-top road which starts at Port Sudan and now ends at Kosti on the White Nile needs to be extended to Chad. Those who think the existence of a railway will make

## UK in hot pursuit of US dollars

From Lord Jellicoe and Dr N. B. Smith

Sir, We were interested to read the letter from Sir Peter Carran in your columns on February 22 about the need for a new dollar export drive.

As Chairmen of the British Overseas Trade Board and of the board's North American Advisory Group, we agree wholeheartedly with Sir Peter on the crucial importance of the US market. It is today by far our biggest single overseas market, taking some 15 per cent of our visible exports. In 1984, they topped \$10 billion, the first time this has happened in any of our export markets. And our invisible earnings in the United States are almost as large.

Sir Peter asks if our exports to the United States are rising enough. The answer is "No". However, our exports of manufactures are rising a lot faster than the crude figures might suggest. If we discount oil, exports of which fell slightly in 1984, and exceptional exports of refined silver in 1983, we find that UK rose by some 34 per cent over 1983.

Visible exports in line with the overall rise in equivalent US imports. Some of our competitors did even better; others did rather worse. Clearly there is room for improvement. But the performance of our exporters in this vital market in 1984 was cause for congratulation, not criticism.

We also agree with Sir Peter about the need for an export drive in the US market. We can say so without embarrassment since we launched the BOTB's "Export USA" campaign in May of last year. This is being run by the North America Advisory Group. With the full support of staff both in our posts in the United States and in the BOTB here in London - both of whom are dealing with a volume of inquiries about the United States at least 50 per cent higher this year than last - the group is using every available means up and down the country to draw industry's attention to the present unique opportunity in the US market; to the special characteristics of that market; and to the skills needed to exploit it.

Much of the effort is being concentrated on eight sectors where UK industrial strength matches exceptional potential in the United States. For most of the eight sectors we have co-opted on to the North America Advisory Group, an industrialist actively engaged in

exporting to the United States, with a remit to develop a strategy for exploiting the particular market.

We have some knowledge of the skill and enthusiasm of our predecessors of 30 years' ago, when the US market was no less important than it is today. We hope we can assure Sir Peter that the new generation of exporters - and export promoters - is maintaining the high standard, not least in enthusiasm, which he and his colleagues set. Yours etc.

JELICOE (Chairman, British Overseas Trade Board),  
N. B. SMITH (Chairman, North America Advisory Group),  
British Overseas Trade Board,  
1 Victoria Street, SW1,  
February 26.

## Fall in sterling

From the Director of the British Management Data Foundation

Sir, The Governor of the Bank of England was, of course, right in his comment at the Investors in Industry dinner (Finance and Industry, February 23) that the Press tend to present the reduction in sterling as a defeat rather than being in several ways of considerable benefit to the country, particularly to manufacturing industry and to employment.

It is unfortunate that because of the recent weekend Press furore over the correct reflection of Government policy by Mr Bernard Ingham the Treasury lost their nerve and raised interest rates rather than allowing, as is now inevitably happening, market forces to have their way.

The dropping of a few points in the pound's value has insignificant impact compared to the damage that is done to industry by a rise in interest rates, as well as the effect on inflation, and indeed on the standing of the Government. It would be far better to have a much more relaxed attitude to money rate movements.

If the speculators grossly overstep the mark they will eventually burn their fingers. Taking a longer view, sterling is going to be an excellent buy.

Yours faithfully,  
ANTHONY COWGILL, Director,  
British Management Data Foundation,  
Selwyn House,  
Cleveland Row,  
St James's SW1,  
February 26.

## Role of M15

From Ms Claudia Milne and Mr Geoffrey Seed

Sir, We agree with most of your editorial "Publish and be judged," (February 26) regarding our Channel 4 documentary banned by the IBA. But we hope that when you see the programme, M15's Official Secrets, you will share our view that it is neither unbalanced nor biased as you suggested.

Both our sources are concerned only to identify areas where M15 has acted outside its charter. Neither of them has any wish to discredit M15 and its role in protecting society against terrorism, espionage and genuine subversion.

Our sources co-operated with us because they had nowhere else to go. There was no independent responsible person to whom they could

turn. Cathy Massiter was reluctant to approach an MP because she did not want to see the issues presented in a party political way.

We believe that our programme is free from party political bias. We wish to see it broadcast urgently so that the issues may be properly presented and we, our witnesses and the programme may be properly judged.

It is our view that the security services are essential to a free society, but so too is the assurance that they themselves are not a threat to freedom and the democratic process.

Yours faithfully,  
CLAUDIA MILNE,  
GEOFFREY SEED,  
Producers, 20/20 Vision,  
Twenty Twenty Television,  
10A Great Titchfield Street, W1,  
February 26.

## Fear of Aids

From Dr Roger Watson

Sir, Your editorial writer (February 19) on the subject of Aids (acquired immune deficiency syndrome) senses some danger in the fact that the disease may dissolve the "private conduct..." from the public business of society, even stating that this is the "trust on which social life is built." If any of this is true, God help us.

A self-indulgent minority whose practices endanger the lives of innocent people, eg. blood recipients, highlights the inseparability of public and private morality. Surely a better fabric for society is men and women who can be trusted to display the highest moral standards in both their public and private lives.

Yours faithfully,  
ROGER WATSON,  
14 Eldon Avenue,  
Stirley,  
Croydon, Surrey.

## People and places

From Dr H. J. Cluley

Sir, Your correspondence on people and places recalls for me an occasion some 30 years ago when I was asked by an American scientific journal to referee a paper submitted by American authors. The paper cited previous relevant work undertaken over here at the Fuel Research Station and itemised in the list of references under the author's name, "House, C."

I knew this name was phoney, but it was only when I consulted the probable source of the American

authors' information, namely the appropriate American abstract journal, that light suddenly dawned.

The abstract correctly indicated that the Fuel Research Station publication had been issued under the auspices of the Department of Scientific and Industrial Research and gave the department's address, of which the first words were "Charles House".

Yours faithfully,  
H. J. CLULEY,  
Windrush,  
Hawkesdene,  
Shaftesbury,  
Dorset,  
February 19.

produce the new varieties for the conditions pertaining in Africa. It is the International Crop Research Institute for the Semi-Arid Tropics (ICRISAT), in India in 1972.

It has among its main objectives the breeding of higher yielding, more drought-tolerant varieties of sorghum and millet.

That institute and sister institutes in Africa which collaborate with it must get all the support that they now need, whether it be money or human genius. And if the climatologists prove wrong, would the effort be wasted? Certainly not.

Yours faithfully,  
D. C. CARDEN (Ambassador to Sudan, 1977-79),  
Wistaria Cottage,  
174 Castle Street,  
Portchester,  
Hampshire.



## ON THIS DAY

FEBRUARY 28, 1797

Following unsuccessful negotiations for peace in the war between Britain and republican France, the latter attempted an invasion of Ireland in December 1796. Opposition by British ships, bad seamanship on the part of the French and storms combined to compel the French to retreat to Brest. A planned diversion on the coast of Pembroke which took place in February 1797 was led by an American adventurer, Colonel Tate. The invaders surrendered with few casualties on either side.

HAVERFORDWEST FEB 24.

EXTRACT OF A LETTER.

"At this moment there are from ten to twelve hundred French Prisoners here; they are lodged in the churches, castle and houses of the town. On Tuesday evening, about 7 o'clock, the alarm was given by an Express from Fishguard of the enemy's having effected a landing. At this juncture, we had no other force in town than 50 of the Supplementary Militia, they were under arms in a short time. Expresses were sent to the Cardigan Militia at Pembroke, who were ordered to march immediately; the Pembroke Volunteers accompanied them, as did also Lord Cornwall's Troop of Yeomanry Cavalry, about 40 in number. The Supplementary Militia marching to relieve them in guarding the prisoners at Pembroke. This force passed through here yesterday morning, joined by this time by near 250 Sailors, armed with muskets, pistols, pikes, etc. making a very formidable appearance. Lord Cadwall went in person yesterday before his troop, drew up and put himself in imminent danger by his close observation of the enemy. At Fishguard 600 French were ready to march as soon as joined by those from Pembroke; the whole country was in arms in less than twelve hours; from hence and the neighbourhood marched near 200; every ship in the bay, merchant ships were deserted, and Volunteers flocked in from all the neighbouring ports.

Last night 2000 men in arms were drawn up in battle array, in sight of part of the enemy, who appeared amongst the hills and rocks, on the back part of the town. They did not come to action, nor did they appear in any formidable force. The Peasantry had taken near 40 prisoners in straggling marauding parties over the country; they arrived here four of five at a time, having plundered all the houses within 5 miles of the sea. About 4 o'clock yesterday evening, I arrived at Fishguard, having joined a party of tars from Milford. We all fled towards Manarwen Hills; a few of the enemy appearing near there and our approach. We were then counter-marched to Fishguard.

The enemy, during the night, surrendered themselves. Their vessels made sail from the Coast without giving them any intimation. It is to be supposed their frigates will be taken, as a packet sailed to Ireland with the news on the first alarm. Thirty of their Officers are at the Castle Inn, and wear their swords, on account of their having capitulated. They are all robust fellows; some of the Officers are the finest men I ever saw. We had two or three killed, and the enemy ten or more in skirmishes.

"This is all the news I can give you, in the present confused state of things."

## Farming efficiency

From Mr E. D. Le Cren

Sir, The efforts towards conservation in Cumbria by Mr Howard and many of the members of his branch of the NFU are to be applauded, but it would be wrong to assume from his letter (February 8), that all is well with wildlife in Cumbria or that all farmers are equally conservation-minded.

Many of Cumbria's unique habitats, such as limestone pavements, ancient semi-natural woods, raised mires or herb-rich meadows, now exist only in relic fragments. Limestone has been sold to suburban gardens, broad-leaved woods converted to grazing or to conifer forests, mires drained or quarried for peat and herb-rich meadows replanted with ryegrass.

Even many of the fells themselves have an impoverished flora and show signs of erosion caused by overgrazing. Neat farms conceal an attrition of much of the variety of plants and animals that enriched the interest and beauty of this exceptional county. Cumbria may not be like some of the counties to the south and east, but it is not what it was and agricultural policies must bear much of the blame.

The Cumbria Trust for Nature Conservation (in collaboration with others) is actively involved in the practical conservation of some of the relics of semi-natural habitats that still survive. The Trust is also concerned that wildlife shall thrive in the countryside in general, alongside a prosperous agriculture and a rewarding life for all that dwell there.

We believe that it is possible to devise ways to do this at a cost no greater than that of the present support to agriculture. Farmers, foresters, landowners and politicians should join with conservationists in working out such policies. Yours faithfully,  
E. D. LE CREN, Chairman,  
Cumbria Trust for Nature Conservation,  
Church Street, Ambleside, Cumbria.

## The English game?

From Mr Edward Pursglove

Sir, Considering the depths of farce the game of cricket has been reduced to nowadays with its funny headgear, pyjama clothing, barking from spectators, etc. is it not time that the word ceased to be used as a simile for fair play?

Yours faithfully,  
E. J. PURSGLOVE,  
26 Station Road,  
Hurst Green,  
Eichingham, East Sussex.

## Tongue-tripping

From Mrs Ian Ainsworth-Smith

Sir, Should not today's bulletin in *The Times* about Les Dawson's prostrate (sic) gland operation have appeared on the letters page under the heading "Tongue-tripping"? Yours faithfully,  
JEAN M.H. AINSWORTH-SMITH,  
107 West Side,  
Clapham Common, SW4,  
February 26.











## STOCK EXCHANGE PRICES

## Gilts up - equities mixed

ACCOUNT DAYS: Dealings Began, February 25. Dealings End, March 8. Contango Day, March 11. Settlement Day, March 18.  
 † Forward bargains are permitted on two previous days.

## THE TIMES Portfolio

From your Portfolio card check your right share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card.  
 You must always have your card available when claiming.

No.	Company	Price	Chgs	Yld	P/E
1	INDUSTRIALS A-D				
2	Birmingham Mint	10.00	0.00	10.00	10.00
3	Babcock	10.00	0.00	10.00	10.00
4	Davies & Newman	10.00	0.00	10.00	10.00
5	Cope Allman	10.00	0.00	10.00	10.00
6	Belgrave	10.00	0.00	10.00	10.00
7	Applied Comp Tech	10.00	0.00	10.00	10.00
8	AIM	10.00	0.00	10.00	10.00
9	Brook Hill	10.00	0.00	10.00	10.00
10	Avon Rubber	10.00	0.00	10.00	10.00
11	BANKS, DISCOUNT, HP				
12	Allied Irish	10.00	0.00	10.00	10.00
13	Wagon	10.00	0.00	10.00	10.00
14	Smith St Aubyn	10.00	0.00	10.00	10.00
15	Clive	10.00	0.00	10.00	10.00
16	President	10.00	0.00	10.00	10.00
17	Anchor (Hens)	10.00	0.00	10.00	10.00
18	Reithold (H) Ltd	10.00	0.00	10.00	10.00
19	King & Sharnon	10.00	0.00	10.00	10.00
20	Bank of Ireland	10.00	0.00	10.00	10.00
21	Wardell	10.00	0.00	10.00	10.00
22	Williams	10.00	0.00	10.00	10.00
23	Waterford Glass	10.00	0.00	10.00	10.00
24	Sermon Eng	10.00	0.00	10.00	10.00
25	Sears	10.00	0.00	10.00	10.00
26	Spirax-Sarco	10.00	0.00	10.00	10.00
27	Stronach	10.00	0.00	10.00	10.00
28	Ud Parv	10.00	0.00	10.00	10.00
29	Turner & Newall	10.00	0.00	10.00	10.00
30	Tec Services	10.00	0.00	10.00	10.00
31	ELECTRICIAN				
32	BITI	10.00	0.00	10.00	10.00
33	Crucible	10.00	0.00	10.00	10.00
34	Mercer	10.00	0.00	10.00	10.00
35	V-S	10.00	0.00	10.00	10.00
36	BSR	10.00	0.00	10.00	10.00
37	Plessey	10.00	0.00	10.00	10.00
38	Emros Lighting	10.00	0.00	10.00	10.00
39	Dale Elec	10.00	0.00	10.00	10.00
40	Electronic Rentals	10.00	0.00	10.00	10.00

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	SUN

SHORTS (Under Five Years)

Company	Price	Chgs	Yld	P/E
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FIVE TO FIFTEEN YEARS

Company	Price	Chgs	Yld	P/E
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OVER FIFTEEN YEARS

Company	Price	Chgs	Yld	P/E
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UNDATED

Company	Price	Chgs	Yld	P/E
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INDEX-LINKED

Company	Price	Chgs	Yld	P/E
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BUILDING AND ROADS

Company	Price	Chgs	Yld	P/E
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FINANCE AND LAND

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FOODS

Company	Price	Chgs	Yld	P/E
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CHEMICALS, PLASTICS

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CINEMAS AND TV

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DRAPERY AND STORES

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BANKS DISCOUNT HP

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ELECTRICALS

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CINEMAS AND TV

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DRAPERY AND STORES

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BANKS DISCOUNT HP

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ELECTRICALS

Company	Price	Chgs	Yld	P/E
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INDUSTRIALS L-R

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THE TIMES Portfolio  
 DAILY DIVIDEND  
 £2,000  
 Claims required for  
 +30 points  
 Claimants should ring 0254-53272

OIL

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Company	Price	Chgs	Yld	P/E
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PAPER, PRINTING, ADVERT

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MOTORS AND AIRCRAFT

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NEWSPAPERS AND PUBLISHERS

Company	Price	Chgs	Yld	P/E
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THE TIMES

## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

Another sterling try  
by Mr Volcker

It would be a brave man who claimed that the United States dollar had now passed its peak and put his own, as distinct from other people's, money where his mouth is. That said, there is a tentative feeling among the world's bankers that the atmosphere at this height may be changing. Most of the pressures recently at work in the foreign exchange market remain unchanged, with two notable exceptions.

The first, as evident in the testimony of Paul Volcker, chairman of the United States Federal Reserve Board to the Senate Foreign Relations Committee, is the determined education of Americans in the dangers to them of a soaring dollar. The second, more tangible and more immediate, as the dramatic gyrations of currency values in the last two days have demonstrated, is concerted intervention by central bankers to curb the dollar's progress.

This is a very expensive game indeed. The informed estimate of the cost of intervention yesterday, led by the German central bank with other European central banks taking part, is between \$1 billion and \$1.5 billion. Intervention will only succeed, in the short run, if it scalps speculators already in the market and persuades those outside that it is prudent either to remain there or gamble on the other colour.

In the longer run, it will succeed if more fundamental perceptions about the future strength of the dollar change.

Mr Volcker did his best again yesterday, after a sterling performance the day before. He reminded Senators that the American current account deficit last year of \$100 billion was something the world had not seen before. "We are on a trajectory of trade and current account deficits so large, that more and more funds will have to be borrowed abroad. While this had not proved too difficult so far, the flow was 'not likely to continue indefinitely'."

The strength of the dollar, which President Reagan seems to believe owes everything to America's virtues and the economic vices of every other country, was not, in Mr Volcker's submission, fully explained by factors like relative interest rates or differences in inflation. The Treasury, anxious to nip in the bud any serious discussion of the re-introduction of exchange controls, sets out the benefits to Britain of the acquisition of overseas assets in its latest economic progress report.

According to new Treasury figures the net stock of UK overseas assets has risen from £12½ billion at the end of 1979 to an estimated £70 billion at the end of 1984. The increase is not quite what it seems, however. Last year, of the £13 billion increase in net overseas assets, £1½ billion was due to revaluations, £1½ billion to statistical discrepancies. That there was no net new investment is perhaps hardly surprising, in view of the pound's gyrations during 1984.

Even so, £70 billion of overseas assets is a sizeable sum, equivalent to 22 per cent of gross domestic product. At the end of 1979, before the removal of exchange controls had had time to take effect, net overseas assets were equivalent to just 6.5 per cent of GDP.

The Treasury says that high rates of overseas investment have built up a stock of overseas assets which will generate income in years to come and which will be distributed throughout the population through life assurance policies and pension rights. That the build-up has occurred during the peak North Sea years should provide a guaranteed income for when the oil runs out.

Citibank invasion  
threatens clearers

Citibank's thrust into the medium-sized company market, formally announced yesterday with the unveiling of Citibank Business Bank, poses a formidable long-term threat to the big clearing banks. It underlines Citibank's ambitious to be a major force in the UK domestic market.

During the seventies the American banks carved out of sizeable share of the market in loans to the big corporate clients at the expense of the clearing banks, largely because they were ahead of the game in developing medium-term lending and now commonplace ideas such as account executives.

Competition in the end of the market has long been intensive, but Citibank believes the opposite is the case in the market for banking services to medium-sized companies. It is almost certainly right. Discovering exactly where banks make their profits is high impossible, not least because of the difficulty of allocating overheads.

But there is little doubt that medium and smaller companies are a lucrative market for the clearers.

Citibank sees cracking this end of the market as one of the keys to achieving the kind of earnings growth it is after in Britain. It remains to be seen how it fares. But it is clearly happy with the initial results and the aggressive Citibank is not to be underestimated.

It has identified 12,000 companies with turnover of more than £5 million as its target area of which it considers 2,000 as hot prospects (medium-sized internationally orientated growth companies). It claims to have developed 700 customer relationships and is using good old-fashioned cold calling from the 12 regional offices of Citibank Business Bank which will be open by the end of March.

Rapid credit authorization, foreign exchange and electronic banking are the type of services being offered a eventually basic sterling account facilities will also be offered to very small companies with the help of the Citibank Savings branch network.

Citibank's strategy is nothing if not ambitious and the clearers, particularly Barclays and NatWest, are likely to fight hard to protect their niche. This can only benefit small and medium-sized companies.

On-the-mend Tootal  
scorns £124m offer

Tootal launched its campaign for independence yesterday with a firmly-worded defence document urging shareholders to throw out the £124 million bid from the "mysterious" Australian textile and clothing group Entrad. Quite why Tootal should so describe Entrad when last year it happily sold the group its Bradmill Industries business for £20 million is not clear, but presumably it is designed to add flavour and intrigue to the unwanted approach.

In the event, Tootal goes on to dismiss Entrad's "opportunistic" bid as an attempt to grab the British group on the cheap when the hard work of knocking it into shape over the last four years has largely been carried out. Tootal estimates that profits before tax for the year just ended were not less than £22.5 million; a little lower than some in the stock market had been hoping for, but still an increase of 30 per cent. Earnings per share are reckoned at not less than 7.4p. The dividend payout is going up by 24 per cent to a total of 3.1p - again, some observers were probably looking for more in the circumstances.

The heavy rationalization programme now appears to be over, with money being pumped into existing businesses and new opportunities; a record £25 million is earmarked this year. In addition, Tootal is on the acquisition trail, with a significant target lined up in Europe.

It certainly appears that Tootal is well and truly on the mend, and indeed Entrad might be judged not so much guilty of making an "opportunistic" bid but of being rather slow off the mark in catching Tootal before the long recovery process got underway. In the market Tootal shares are 3½ above the 70p offer price, whilst described as "ridiculously low".

That may be typical of defence rhetoric, but it looks as if Entrad may have to stretch its Antipodean resources further to win the day.

Midland excluded as clearers  
win Australian bank licences

By Peter Wilson-Smith, Banking Correspondent

Three of Britain's big four clearing banks, with the exception of Midland Bank, have been granted full banking licences in Australia. Another British bank, Standard Chartered, is also being granted a licence for its joint venture with State Government Insurance Corporation of South Australia.

The British banks are among 16 overseas banks being allowed full access to the Australian banking market. The long-awaited decision, unveiled yesterday by Mr Paul Keating, the Australian Treasurer, is expected to lead to much fiercer competition in the Australian banking market.

Until recently only half-a-dozen of the 42 applicants were expected to be given licences which allow them to engage in

the full range of banking activities and provide access to lender of last resort facilities.

The decision to refuse Midland Bank a licence is a big blow to its prestige and there is speculation that concern over its problems with Crocker National in California may have played a part.

Midland Bank said yesterday it regretted the decision but it still planned to develop its wide-ranging interests in Australia, which it saw as a critical part of the Pacific Basin.

Barclays was always considered a front-runner for a licence as was Lloyds Bank through its wholly-owned subsidiary National Bank of New Zealand.

Standard Chartered won support from the South Australia

government by promising to base its headquarters in Adelaide. National Westminster is the other British bank which appears to have won at Midland's expense.

Among the others granted licences for either wholly-owned or joint venture banks are five American banks: Citibank, Bank of America, Chase Manhattan, J.P. Morgan and Bankers Trust.

The others are Royal Bank of Canada, Deutsche Bank, Hongkong and Shanghai Bank and Overseas-Chinese Banking Corporation. In addition there are three Japanese banks.

Mr Keating said the 16 banks had proposed to employ a total initial capital of A\$1.5 billion (£1.03 billion).

The licences are still pro-

visional and are subject to detailed discussions with the Treasury and Reserve Bank. Mr Keating said these could be completed in some cases within three months, allowing the new banks to open in the summer.

All the British banks involved already have interests in Australia, generally in consumer finance and merchant banking, which will provide a base for their developments.

The sudden expansion of foreign bank activity is likely to lead to considerable shake-up in the market. Mr Ron Bennie, general manager of NatWest's international banking division said yesterday: "It's going to be a highly competitive market. We accept that. Any strategy we lay out for Australia must be seen in the long term."

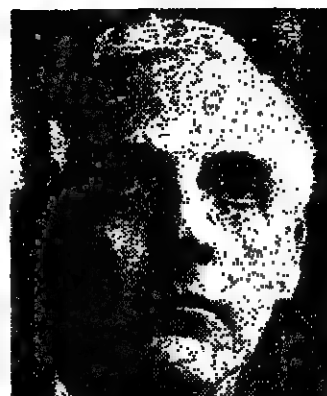
## Auditors quit Johnson Matthey

By William Kay  
City Editor

Johnson Matthey, the metal refining and chemicals group, has appointed Coopers and Lybrand as auditors in place of Arthur Young & McClelland Moores, the accountant to which gave Johnson Matthey Bankers a clean bill of health last summer, less than four months before it had to be rescued by the Bank of England.

A Johnson Matthey spokesman said yesterday: "We received Arthur Young's resignation this month. The departure is understood to be related to Arthur Young's refusal to co-operate in an investigation into events leading to the sale of JMB to the Bank."

This inquiry is being carried out by Thomson McLintock, the accountants, and the solicitors Herbert Smith. Yesterday's statement said: "Up to now they have been unable to gain access to the books and



Neil Clarke: pretax profits down

personnel of JMB and their investigation has therefore been restricted to the limited information available."

For the time being, Johnson Matthey is pressing on with the inquiry. Meanwhile, Coopers has the immediate task of preparing to audit Johnson

Matthey's accounts for the year to March 13.

Mr Neil Clarke, the group's chairman, yesterday announced that pretax profits in the three months to December 31 were £3.4 million, against £7.8 million for comparable operations in the same period of 1983. This excludes a £2.9 million profit by JMB in the earlier period and a £100,000 loss by the US finished jewelry business, which was also sold during the year.

He disclosed that \$11.9 million (£11.3 million) due on December 30 from the jewellery deal has not been paid, so the company has had to repossess the jewellery.

Another part of the deal, involving US property, went through as planned. Johnson Matthey expects to announce in the next week or two the name of a new chief executive, for whom a search has been under way for months.

BL steps up  
Japanese  
sales effortFrom David Watts  
Tokyo

BL yesterday laid the groundwork for a determined assault on the Japanese car market by acquiring the trading rights of a Japanese company.

It has taken over Nichiei Jidosha, to strengthen its sales and service network ready for the Japanese launch next year of the XX car being developed jointly by BL and Honda.

Mr John Snowdon, chairman of Austin Rover Japan, said yesterday that Nichiei had been absorbed completely. There had been no transfer of shares, he said, but declined to give any details. Most of the Nichiei staff will join Austin Rover, making it one of the biggest foreign car importers and one of the largest foreign employers of Japanese.

Nichiei held rights to import Minis, which were sold at just over 1,500 a year. When the takeover takes effect from June 1, Austin Rover Japan will distribute the full Jaguar and BL range. It is negotiating to continue Nichiei's rights to distribute Alfa.

Japanese vehicle exports totalled 501,970 in January, against 515,000 in December and 482,000 a year before, the Japan Automobile Manufacturers Association said yesterday.

Exports to the US rose to 195,100 (from 164,200 a year earlier), while shipments to the EEC fell to 102,800 from 126,200, including 43,900 to Britain.

Sales to China rose sharply, to 30,300 from 748 a year before, making China Japan's third largest vehicle market, after the US and Britain.

Hong Kong  
forecasts  
9% growthFrom Graham Searle  
Hong Kong

Hong Kong's financial secretary, Sir John Bramble, forecast another year of healthy export-led growth at 7 per cent in his budget speech yesterday.

Although Hong Kong's competitiveness is being hurt by linking its currency with the US dollar, exports are still expected to grow by 11 per cent in 1985-86 after a rise of 17 per cent, producing a 9.6 per cent output growth this year.

The stabilization of Hong Kong's currency with that of its biggest export market is credited for the fall in inflation to a forecast average 5.5 per cent this year and the link is to be kept.

Hong Kong's gross domestic product has reached HK\$286 billion (£35 billion), worth £300 per head, which means that two more years of growth at the forecast rate would bring Hong Kong to the American definition of a developed country.

Sir John's budget contains some useful pointers to what Mr Lawson would like to achieve in his own budget. Hong Kong has accumulated tax reserves from earlier years rather than any set national debt. It has run deficits since 1982, amounting to 0.6 per cent of output in 1984-85 in an effort to move towards a balanced budget in 1986-87. Sir John is increasing taxation.

But to avoid damaging investment he has concentrated increases on indirect taxation from cosmetics to vehicle licences, which now cost almost £300 for a small car, while cutting income tax through an increase in married and family allowances. As a result, a family with two children earning \$8,500 a year will pay no income tax.

This is easier to achieve in Hong Kong where public expenditure is forecast at only 13 per cent of gross domestic product, down from 16 per cent two years ago, and public works account for nearly a fifth of government spending.

US official rules out tax  
reform before 1986

From Bailey Morris, Washington

Mr James Baker, the US Treasury Secretary, was given a warning yesterday that the Administration must set specific dates for its tax reform measures to prevent a damaging run on banks and other market disruptions by big investors seeking to beat the deadline on new tax laws.

An enormous amount of institutional money is either waiting "on the sidelines" or shifting rapidly from one investment vehicle to another in expectation of the changes. Mr Baker was told by the House Ways and Means Committee, in his first congressional appearance on the Administration's sweeping tax reform plan.

Mr Baker, in response to these concerns, moved to allay investors fears by announcing for the first time that "no administration tax reform plan will contain an effective date earlier than January 1, 1986."

Mr Dan Tostenkowski, chairman of the Ways and Means Committee, said he feared the Administration's position would set off a market disrupting scramble among investors seeking to take advantage this year of tax shelters, limited partnerships and other devices

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TM7

Increase in  
TSB profit  
disappointsBy Our Banking  
Correspondent

TSB Group, the personal banking group being groomed for stock market flotation in about a year, yesterday reported only a small rise in profits from £155m to £157m.

This partly reflects a fall in the profit on sale of investments, which dropped from £22.9m to £12.7m. But the results, for the year to November 20, were still considered disappointing.

Despite a 25 per cent increase in loans and advances to £3.76 billion, profits on the banking side were static. Such growth as there was came mainly from insurance and unit trust services and a return to profit in the credit card operations.

TSB Group blamed the sluggish banking performance on higher funding costs: the bank has had to pay more for deposits, squeezing margins.

The preliminary balance sheet confirms however, that TSB Group is very strong financially compared with other banks and the injection of between £500m and £1 billion from the flotation will further bolster the balance sheet.

## Dixons to value shops

Healey & Baker, the firms of estate agents, is to value 30 of the freehold shops acquired by the Dixons Group when it bought Currys, the electrical retailer, in a £248 million bid.

It is the beginning of Dixons's attempt to get to grips

with the 570 shops that it took over.

Dixons said the valuations were not being done with a view to selling the properties. The rest of the portfolio will be assessed by Dixons Commercial Properties.

## MARKET SUMMARY

STOCK MARKETS		MAIN PRICE CHANGES		CURRENCIES	
FT Ind Ord	980.2(+5.2)	RISES:		London:	
FT-A All Share	N/A	Metal Sciences	13 +2	£: \$1.0900 (+0.0365)	
FT Govt Securities	80.22(+0.93)	George Dew	78 +10	£: DM 3.6247 (+0.0165)	
FT-SE 100	1258.8(+0.7)	Miss World Grp	235 +20	£: SwFr 3.0805 (+0.0283)	
Bargains	24.801	Johnson Matthey	75 +7	£: FF 11.0755 (+0.0588)	
Datagram USM	108.92(+0.35)	Castle (GB)	38 +3	£: Yen 261.54 (+1.4)	
New York		Appleyard Grp	62 +5	£ Index: 71.5(+1.4)	
Dow Jones	1290.30(+4.20)	C.H. Bailey	21 +1		
Tokyo		Grand Cent Inv	12 +1	New York:	
Nikkei Dow	12,287.38(+82.41)	Raglan Prop	55 +4	£: \$1.0890	
Hong Kong		WGL Grp	200 +15	£: DM 3.3325	
Hang Seng	1387.62(-15.24)	AI Ind Prod	41 +3	\$ Index: 153.1 (-4.1)	
Amsterdam	200.1(-0.1)	Rainers (Jewellers)	55 +4		
Sydney: AO	786.8(+8.4)	Comp & Syst Ergs	284 +20		
Frankfurt		Magnet & Strins	126 +8		
Commerzbank	1170.8(+8.4)	Andre de Brett	16 +1		
Busselle:		Yorl Trailer	33 +2		
General	235.86(+2.44)				
Paris: CAC	202.5(+1.3)	FALLS:			
Zurich		Burnett & Hellams	135 -25		
SKA General	336.80(+2.00)	Mainnet Hlgs	33 -6		
		Sunlight Elect	8 -1		
		Ult Scientific	183 -15		
		Charterhall	52 -4		
		Neil & Spencer	44 -3		
		Microvitec	78 -5		
		MJI Corp	16 -1		
		Harold Ingram	85 -3		

## GOLD

London fixings  
am \$290.75pm-\$290.80  
close \$289.25-\$289.75 (£265.75-  
266.25)  
New York:  
Comex \$291.20







# TEMPUS

**28th February, 1985.**



THIS DOCUMENT IS IMPORTANT. If you are in any doubt as to the action to be taken, you should consult your stockbroker, licensed dealer, bank manager, solicitor, accountant or other professional adviser.

This prospectus includes information relating to Palmerston Property Developments plc ("the Company"). The Directors of the Company have taken all reasonable care to ensure that the facts stated herein are true and accurate in all material respects and that there are no other material facts the omission of which would make misleading any statement herein whether of fact or of opinion. All the Directors accept responsibility accordingly.

No shares in the Company are listed, quoted or dealt in on any stock exchange nor has any application been made to any stock exchange for listing or for quotation or for permission to deal in any of the shares proposed to be issued.

Copies of this prospectus, having attached thereto the documents specified herein, have been delivered to the Registrar of Companies for registration.

# PALMERSTON PROPERTY DEVELOPMENTS plc

(Incorporated in England under the Companies Acts 1948 to 1983 No 1886355)

**OFFER FOR SUBSCRIPTION**  
under the terms of the Business Expansion Scheme  
**OF UP TO 8,000,000 ORDINARY SHARES OF £1 EACH AT £1 PER SHARE PAYABLE IN FULL ON APPLICATION**

**ARRANGED BY LANCASHIRE & YORKSHIRE INVESTMENT MANAGEMENT LIMITED**  
(Member of the National Association of Security Dealers and Investment Managers)

The subscription list will open at 10.00 a.m. on Monday, 4th March, 1985 and may be closed at any time thereafter. The Directors will not allot any shares unless applications are received for a minimum of 500,000 Ordinary shares by no later than 2.00 p.m. on Monday, 18th March, 1985. The procedure for application is set out on page 18. The issue is not underwritten.

The Directors of the Company intend that it becomes a qualifying company within the terms of the Business Expansion Scheme having received an indication from the Inland Revenue that, on the basis of information submitted to it, the Company will be regarded as carrying on a qualifying trade. Individual subscribers for Ordinary shares in the Company should, depending upon their circumstances, be able to obtain income tax relief at their highest rates of tax.

## DIRECTORS AND ADVISERS

### Directors

Viscount William Phillip De L'Isle VC, KG, PC, GCMG, GCVO, FCA (Chairman)  
Penshurst Place, Tonbridge, Kent  
Peter Monahan Archer FRICS  
The Coppice, Martinsend Lane, Great Missenden, Buckinghamshire  
Robert Lewis Dean BSc, FRICS  
30 Cornhill, London EC3V 3ND  
Jonathan David Harris FRICS  
6 Carlos Place, London W1Y 6LL  
Brian John Hill MA, FRICS, FCIOR  
Crown House, Kingston Road, New Malden, Surrey  
William Keith Moss FCA  
73 Wimpole Street, London W1M 7DD  
Richard Seifert JP, Dip. Arch. (UCL), FRIBA  
164 Shaftesbury Avenue, London WC2H 8JZ

### Secretary and Registered Office

George W. Jones HNC, ACA  
8 Baker Street, London W1M 1DA

### Auditors and Reporting Accountants

Stoy Hayward, Chartered Accountants,  
8 Baker Street, London W1M 1DA

### Solicitors to the Issue and to the Company

Titmuss, Sainer & Webb,  
2 Serjeants' Inn, London EC4Y 1LT

### Consultant Surveyors

Pepper Angliss & Yarwood, Chartered Surveyors,  
6 Carlos Place, London W1Y 6LL  
Nevills,  
30 Cornhill, London EC3V 3ND

### Bankers

1111 Samuel & Co. Limited  
39 Wigmore Street, London W1M 0AL

### Sponsors

Lancashire & Yorkshire Investment Management Limited,  
73 Wimpole Street, London W1M 7DD

## KEY INFORMATION

The following summary should be read in conjunction with the full text of this prospectus.

### Activities

The Company intends to carry on the business of property development, principally of commercial, industrial and retail properties.

### Expertise

The Company has the benefit of a team of highly experienced professionals in the property field, with the knowledge, skills and connections to identify and recommend attractive development opportunities.

### Security

The Company will be asset-backed and will pursue a management policy designed to achieve a rate of growth for its shareholders consistent with the basic element of security sought by the majority of investors.

### Realisation

At the end of the qualifying period, the nature of the Company's business will offer a number of alternative means of realising the value of the Company's shares, including the possibility of a quotation on The Stock Exchange.

### Tax Relief

Individual investors should be able to obtain the additional advantage of relief against income tax through the Business Expansion Scheme, resulting in a considerable reduction in the effective cost of investment in the Company. For investors holding their shares for the required qualifying period, a gain can be realised, even if the shares do not increase in value over their purchase price.

## DEFINITIONS

"the Company"	Palmerston Property Developments plc
"Ordinary shares"	Ordinary shares of £1 each in the Company
"LYIM"	Lancashire & Yorkshire Investment Management Limited
"LYPM"	Lancashire & Yorkshire Property Management Limited
"the BES"	the Business Expansion Scheme

## INTRODUCTION

The purpose of this issue is to raise funds to enable Palmerston Property Developments plc to commence the business of property development, principally of commercial, industrial and retail properties, although when suitable opportunities occur residential development may also be undertaken. It is intended that completed developments will be sold and the Company's income will therefore derive mainly from profits on developments rather than rental income.

The issue provides investors with the opportunity to participate in a business which benefits from the services of a number of experienced professionals in the property field, with the knowledge, expertise and connections to identify attractive development opportunities.

Individual subscribers should be able to obtain the additional advantage of relief against income tax through the BES - the details of which are set out later in this document. The potential returns to such investors are substantially increased where tax relief is obtained on the amount subscribed.

The minimum amount required to be raised is £500,000 by the issue of 500,000 Ordinary shares at a price of £1 per share. It is intended to accept further applications for Ordinary shares up to a maximum of 8,000,000 Ordinary shares.

The Directors of the Company believe that this issue represents an excellent opportunity to participate in a company which will be asset-backed by properties in the course of development or completed and awaiting sale. The Directors will pursue a management policy designed to achieve a rate of growth for its shareholders consistent with the basic element of security that is sought by the majority of investors.

## THE BUSINESS OF THE COMPANY

The Company's principal activity will be to acquire freehold and leasehold sites in good locations and to undertake property developments.

The Directors have extensive experience of property development and the analysis of risk factors relating to property development, and they will seek ventures and opportunities where there is every likelihood of a good demand for completed projects, resulting in a steady increase in shareholders' funds.

In order to expand the Company's scale of activities, the Directors will consider funding developments using bank or institutional finance in addition to its own resources arising from this issue. However, it is not expected that such borrowings will exceed 50 per cent of total projected development costs.

The Company considers it will be well placed to identify suitable projects and, in order to reduce further the risk factors inherent in property development, the Directors intend to deploy the Company's resources across a range of projects.

## DIRECTORS AND MANAGEMENT

The Directors of the Company are:

Viscount De L'Isle (Chairman), aged 75, is a Chartered Accountant who has held directorships of major companies throughout his career, principally in banking and insurance. These have included the chairmanship of Phoenix Assurance plc and directorships of Manufacturers Hanover Trust Inc. and Continental Insurance Company of New York Inc. He is the chairman of Property Growth Assurance Company Limited and has banking and insurance interests in the United States of America.

Peter M. Archer, aged 42, is a Fellow of the Royal Institution of Chartered Surveyors, and is an assistant director of Lazard Brothers & Co. Limited. He is the surveyor to the Lazard Property Unit Trust and a member of its committee.

Robert L. Dean, aged 45, is a Fellow of the Royal Institution of Chartered Surveyors and is a senior partner of Savills a well-known firm of commercial, residential and agricultural surveyors. He is a member of the committee of the Lazard Property Unit Trust.

Jonathan D. Harris, aged 43, is a Fellow of the Royal Institution of Chartered Surveyors and serves on its General Council, and is a Visiting Fellow in Investments and Valuations at Reading University. He is the senior partner of Pepper, Angliss & Yarwood, Chartered Surveyors, and is a member of the committee of the Lazard Property Unit Trust and a director of Property Growth Assurance Company Limited.

Brian J. Hill, aged 52, is a Fellow of the Royal Institution of Chartered Surveyors and of the Chartered Institute of Builders. He is chairman and chief executive of Higgs and Hill plc, a major international construction and property development company. He is a member of the committee of the Lazard Property Unit Trust.

W. Keith Moss, aged 36, is a Chartered Accountant with considerable experience in financial and property matters. He is joint-managing director of Lancashire & Yorkshire Investment Management Limited and of Lancashire & Yorkshire Property Management Limited (an External Member of The Stock Exchange). He is deputy chairman of Lancashire & Yorkshire Assurance Society.

Richard Seifert, aged 74, is the Senior Partner of R. Seifert & Partners, Chartered Architects. He is a Fellow of University College London and a past member of both the British Waterways Board and the Road Safety Council. His firm's principal projects include the National Westminster Bank Tower, The Times Newspapers Headquarters, Euston Square Station, Gages, Hatton Garden, Wembley Conference Centre, Park Tower Hotel, The Royal Garden Hotel, Cuders Garden, Devonshire Square, and 90 Long Acre, London.

The Company will be managed by its board of Directors, who have appointed Lancashire & Yorkshire Property Management Limited to be responsible to them for the day to day property management of the Company under the terms of the agreement referred to below. Secretarial, accounting and administrative services will be provided by LYIM under a separate agreement referred to in Appendix III.

The Directors will be rewarded for their efforts by their involvement in LYPM; they will not receive any fees or other remuneration from the Company. By such involvement their rewards will depend directly upon how successfully they manage the business of the Company for its shareholders.

### Management Agreement

Under the terms of a management agreement between LYPM and the Company, the principal terms of which are summarised in Appendix III, LYPM will implement the policy of the Board as to the identification and selection of suitable projects, the carrying out of the developments and their subsequent disposal. This role will involve LYPM in co-ordinating the selection of the professional team, such as architects, quantity surveyors and engineers and of building contractors and in due course organising the marketing and eventual sale of the completed schemes.

For these services LYPM will receive remuneration amounting to 2 per cent. (plus VAT) per annum of the net assets of the Company. It will also receive 30 per cent. (plus VAT) of the profits arising from the completion or sale of individual developments.

In carrying out its obligations LYPM will utilise the services of the firms and companies of the Directors, and such firms and companies will charge fees in the normal course of their business.

## ANTICIPATED RETURNS

As a guide, the Directors will generally be seeking our development opportunities that are anticipated to provide, when completed and sold, a profit of approximately 20 per cent. dependent upon the potential risk/reward factors, certain schemes may be carried out where a higher or lower rate is anticipated.

## WORKING CAPITAL

The Directors believe that, subject to receipt of the minimum subscription, the Company will have sufficient working capital to commence its business. Furthermore, the Directors have received an indication that the Company's bankers are willing to consider making facilities available in connection with specific developments.

Pending the acquisition of suitable development sites, the net proceeds of this issue will be placed on deposit with the Company's bankers.

## DIVIDEND POLICY

The Directors do not presently intend to pay dividends, so that profits may be reinvested in further property projects in order to increase the value of the Company.

## REALISATION

The Directors recognise that some shareholders may not wish to retain all or part of their investment for the full five years from the date of issue of the shares throughout which period the shares must be held in order to retain BES relief ("the five year period"). The Directors have, however, agreed with LYIM, a Member of the National Association of Security Dealers and Investment Managers, that it will make a market in the Company's shares. Investors should be aware that if they dispose of shares during the five year period they may lose their entitlement to tax relief under the BES.

At the end of the five year period, the Directors intend to take whatever action they believe to be in the best interests of the majority of the Company's shareholders. The Directors consider that the nature of the Company's activities should provide a number of alternatives including—

- a disposal of the Company's assets and the distribution of the proceeds of sale to shareholders
- a sale of the Company to a third party, either for cash or in exchange for quoted shares
- the listing of the Company's shares on The Stock Exchange or their quotation on the Unlisted Securities Market.

## RETURNS TO INVESTORS

The table below illustrates the effect of BES relief to a qualifying investor who subscribes for 10,000 Ordinary shares at a total subscription cost of £10,000, assuming that the cost is eligible for relief at the rate of tax stated in the left hand column—

Average tax rate applicable to claim	Value of relief obtainable	Net Cost of Investment	Net cost per share
2%	£	£	
60	6,000	4,000	40p
50	5,000	5,000	50p
30	3,000	7,000	70p

For investors holding their shares for the required five year period, a gain can be realised, even if the shares do not increase in value over their purchase price. If the shares do increase in value, the overall returns to investors will be even greater. The effect can be seen from the table below, which illustrates the approximate annual compound growth rates after tax to subscribers qualifying for tax relief under the BES at the end of the five year period, the value of each share is—

- the original gross purchase price of the investment (£1 per share); or
- twice that sum (£2 per share)

Average tax rate applicable to claim	Approximate annual compound growth rate (net of capital gains tax) if disposal is for:	
%	(a)	(b)
	£1 per share	£2 per share
60	17%	29%
50	13%	23%
30	7%	19%

No capital gains tax is payable in the case of (a), as there is no gross gain. In the case of (b), it has been assumed that capital gains tax will be payable on the chargeable gain at 30 per cent. — i.e. no allowance had been made for the annual exempt amount of gains (at present £5,500) or the availability of capital losses; an indexation allowance has been made, assuming that inflation will be 5 per cent per annum over the period. In both (a) and (b) it has been assumed that the tax relief will be obtained nine months after the date of subscription.

No guarantee can be given that the proceeds of a sale of the shares after five years will not be less than the gross cost, in which case the annual compound growth rates will be lower than those shown in column (b) above.

It should be noted that, for capital gains tax purposes, a disposal of the Company's shares for less than the cost of the subscription will not normally be an allowable loss.

The Directors intend to conduct the affairs of the Company in such a way as to establish and maintain the qualifying status of the Company. However, relief will only be available provided certain conditions, relating both to individual subscribers and the Company, are met. The Directors can therefore give no assurance that relief will be available to individuals, who are strongly advised to consult their professional advisers.

## THE BUSINESS EXPANSION SCHEME

It is intended that the Company should be treated as a qualifying company for the purposes of the BES.

Income tax relief is granted under the BES to qualifying individual taxpayers who subscribe for shares in listed revenue approved companies. As a result, there will be a considerable reduction in the effective cost of investment in the Company to those individuals who qualify for the purposes of this Scheme. A summary of the main provisions of the BES, including the conditions which have to be satisfied to obtain relief, is set out in Appendix I.

On the basis of the information given in this prospectus, a draft of which has been submitted to the Inland Revenue, the Inland Revenue has indicated that the Company should be treated as carrying on a qualifying trade for the purposes of the BES.

It is emphasised that this indication is provisional and formal approval for qualifying company status can be given only when the Company has submitted a formal statement to the Inland Revenue as required by the legislation after the Company has carried on a qualifying trade for at least four months.

Individuals who subscribe for shares in the Company and meet the relevant conditions should, under the terms of the BES, be able to obtain tax relief at their highest marginal rates of tax on the full cost of their subscriptions. A claim for tax relief may be made four months after the Company has commenced business, provided that this occurs within two years of the date of issue of the shares in respect of which relief is claimed. In order to obtain the relief, each investor must submit a claim, accompanied by a certificate supplied by the Company, to his or her own tax district. Before issuing a certificate, the Company is required to obtain the authority of the Inland Revenue. The relief will normally be given by repayment after the claim has been admitted.

The Directors intend to undertake the acquisition of an initial site as soon as a suitable opportunity is identified.

Individual shareholders in the Company who are resident and ordinarily resident in the United Kingdom at the time when shares are issued, who are not "connected" with the Company and who subscribe for shares pursuant to this prospectus, should be entitled to a deduction from their taxable income for the tax year in which the shares are issued in respect of the amount subscribed.

Under the BES, the maximum amount on which income tax relief may be obtained by an individual for the tax year ending 5th April, 1985 is £40,000. This limit applies to the aggregate of all investments made under the BES within this tax year. For this purpose the investments of a husband and wife living together are combined.

In order to retain relief the shares must be held for a minimum period of five years from the date of issue. If the shares are disposed of within the five year period then the relief is withdrawn in full if the disposal is not effected on arm's length terms; if the disposal is at arm's length, then the relief is withdrawn up to the amount of the sale proceeds. The death of a shareholder is not regarded as a disposal for this purpose.

## APPLICATIONS

Applications for Ordinary shares must be made on the application form at the back of this prospectus and in accordance with the "Procedure for Application" on page 18.

The subscription list for the shares now being offered will open at 10.00 am on Monday, 4th March, 1985 and may be closed at any time thereafter. The Directors will not allot any shares unless valid applications are received for a minimum of 500,000 Ordinary shares by no later than 2.00 p.m. on Monday, 18th March, 1985.

مكتبة الأصيل



# PALMERSTON PROPERTY DEVELOPMENTS plc

(Incorporated in England under the Companies Acts 1948 to 1983, No 1886355)

## APPENDIX I - THE BES

Summary of the effect of the main legislative provisions relating to the Business Expansion Scheme.

### 1. Introduction

The Appendix only summarises the main provisions of the BES introduced by Section 26 of the Finance Act 1965. It does not set out any of the provisions in full and intending subscribers are strongly advised to seek professional advice.

### 2. The relief

The relief is a relief from income tax. The relief is available for the years 1985-86 to 1986-87. It is given as a deduction of the amount invested from the claimant's total income and, accordingly, the relief is effective at the claimant's highest rate(s) of tax.

### 3. Basic rules

Relief can only be claimed by a qualifying individual who subscribes, on his or her own behalf, for new, eligible shares of a qualifying unquoted company which have been issued for the purpose of raising money for a qualifying trade which is being carried on or will be carried on within two years by the company or a qualifying subsidiary. Eligible shares are ordinary shares which carry no preferential rights. Relief is given for the year in which the shares are issued. The subscription can be made on an individual's behalf by nominees such as the managers of a fund.

### 4. Individuals qualifying for relief

An individual must be resident and ordinarily resident in the United Kingdom within the meaning of the tax legislation at the time when the company's shares are issued and must not be connected with the company (or become connected with it within the next five years) if he or she is to retain the relief.

The main rules relating to connection with a company are that:

- the individual or an associate of the individual must not be an employee, partner or paid director of the company; or
- the individual and associates of the individual must not control the company or possess more than 40 per cent. of the ordinary share capital, or loan capital and issued share capital or voting power in the company.

For this purpose an associate includes a husband or wife, lineal ancestor or descendant, a partner and certain persons with whom the individual has connections through a trust. A director is not disqualified if he or she is reimbursed travelling and other expenses allowable for tax purposes but he or she must not be entitled to any remuneration.

### 5. Qualifying companies

The company must have been incorporated in the United Kingdom and be resident only in this country. It must not be listed on the Stock Exchange and its shares must not be dealt in on the Unlisted Securities Market. It must not be a subsidiary of or be controlled by any other company and any subsidiary it has must be wholly owned. All its issued share capital must be fully paid up. It must carry on a qualifying trade or enter into trade in its subsidiaries which themselves must all carry on qualifying trades.

### 6. Qualifying trades

Most trades qualify but those excluded are:

- dealing in commodities, shares, securities, land or futures;
- dealing in goods otherwise than in the course of an ordinary trade of wholesale or retail distribution;
- banking, insurance, money lending, debt factoring, hire purchase financing or other financial activities;
- leasing or receiving royalties or licence fees;
- providing legal or accountancy services; and
- farming.

The trade must be conducted on a commercial basis and with a view to the realisation of profit.

### 7. Claims

Claims can be made when the qualifying trade has been carried on for at least four months and must be made within two years of that date or, if later, two years from the end of the year of assessment in which the shares are issued.

### 8. Limits on the relief

Relief cannot be claimed on more than £40,000 in aggregate invested in any one tax year. Relief is not given for investments of less than £500 in any one company. In any one tax year the lower limit does not apply where the investment is made on an individual's behalf by the managers of an approved fund.

### 9. Withdrawal of relief

If the conditions on which the relief relating to the company cease to be satisfied within three years of the investment being made, the relief is withdrawn.

Relief is also wholly or partly withdrawn if the claimant receives value from the company or disposures of the shares within five years of the issue of the shares. Value is received from the company if, for example, it redeems the shares or makes the individual a loan or provides to the individual a benefit or facility other than dividends.

### 10. Capital gains tax

Where the shares are disposed of, the full acquisition costs are deducted in computing the capital gain. However, if they are disposed of at a loss, the acquisition costs that are allowable are reduced so that there is normally no allowable loss for capital gains tax purposes.

### 11. Tax avoidance

Relief is not available unless shares are subscribed for and issued for bona fide commercial purposes and not as part of a scheme or arrangement, the main purpose, or one of the main purposes, of which is the avoidance of tax.

## APPENDIX II - ACCOUNTANT'S REPORT

The following is the text of a report from the reporting accountants and auditors of the Company, *Stoy Hayward, Chartered Accountants*.

The Directors  
Palmerston Property Developments plc,  
8 Baker Street, London W1M 1DA

Lancashire & Yorkshire Investment Management Limited,  
73 Wimpole Street, London W1M 7DD.

Gentlemen,

Palmerston Property Developments plc was incorporated on 14th February, 1985, as a public limited company under the name of Hypertrade Public Limited Company and since that date has not traded, prepared any accounts or declared any dividends. At an extraordinary general meeting held on 18th February, 1985 a special resolution was passed changing the name of the company to Palmerston Property Developments plc.

The present authorised share capital of Palmerston Property Developments plc is 15,000,000 Ordinary shares of £1 each. Two Ordinary shares have been issued.

Yours faithfully,  
STOY HAYWARD  
Chartered Accountants

26th February, 1985

## APPENDIX III - STATUTORY AND GENERAL INFORMATION

### 1. Share Capital

(i) The Company was incorporated in England on 14th February, 1985 under the Companies Act 1948 to 1983 as a public limited company. On 18th February, 1985 the Company resolved to change its name to Palmerston Property Developments plc and a certificate of incorporation on change of name was issued on 22nd February, 1985.

(ii) The initial authorised share capital of the Company was £50,000 divided into 50,000 Ordinary shares of £1 each, of which two shares were issued to the subscribers to the Memorandum of Association.

(iii) By resolution of the Company passed on 18th February, 1985:

(a) the authorised share capital of the Company was increased to £15,000,000 by the creation of 14,998,000 Ordinary shares of £1 each; and

(b) the Memorandum of Association of the Company was altered.

(iv) By resolution of the Company passed on 26th February, 1985 the Company adopted new Articles of Association whereby:

- the Directors were generally and unconditionally authorised pursuant to Section 14 of the Companies Act 1980 to allot relevant securities (within the meaning of that section) up to an aggregate nominal amount of £15,000,000, such authority to expire on 26th February, 1990; and
- the Directors were empowered, pursuant to Section 18 of the Companies Act 1980, to allot equity securities (within the meaning of section 17 of that Act 1980) pursuant to the authority referred to above as if section 17 (1) of that Act did not apply.

(v) The Company has no subsidiaries.

(vi) At the date of this prospectus, the issued share capital consists of two Ordinary shares beneficially owned by LYIM.

### 2. Business

The Company has not yet commenced business. Upon receipt of the minimum subscription the Company will apply for a certificate from the Registrar of Companies under Section 4 of the Companies Act 1980 to enable it to commence business.

### 3. Reporting to Shareholders and Year End

The Directors will report twice a year to members, normally in June and December. The Company's financial year end will be 31st March, and its first financial period will end on 31st March, 1986.

### 4. Directors' and other interests

(i) save in respect of the interest of W & S. Jones in LYIM (see paragraphs (iv) above and (vi) below), at the date of this prospectus no Director of the Company has any beneficial or non-beneficial interest in the capital of the Company within the meaning of the Companies Act 1985.

(ii) W & S. Jones is a director of and together with associates is the controlling shareholder in LYIM and G. W. Jones, the Secretary of the Company, is an employee of an associated company of LYIM. LYIM will be entitled to receive fees as referred to herein.

(iii) At the date of this prospectus LYIM is a wholly-owned subsidiary of LYIM. All the Directors of the Company are directors of LYIM which is a party to the management agreement referred to herein. Certain of the Directors may become shareholders in LYIM.

(iv) save as referred to in this prospectus, no contract or arrangement exists in which a Director of the Company is materially interested and which is significant in relation to the business of the Company. Directors may from time to time be asked on behalf of their companies or firms to undertake work for the Company in the ordinary course of business.

(v) save as disclosed herein no amount or benefit has been paid by the Company within the two years before the date of this prospectus or is intended to be paid to any promoter.

(vi) there are no service agreements in force for any Director of the Company.

### 5. Articles of Association

The Articles of Association of the Company contain, inter alia, provisions to the following effect:-

#### (i) Voting Rights

On a show of hands every member who is present in person shall have one vote and on a poll every member who is present in person or by proxy shall have one vote for every share of which he is the holder.

#### (ii) Variation of Rights

Subject to the provisions of the Companies Act, the rights attaching to any class of shares may be varied or abrogated either with the consent in writing of the holders of three-fourths in nominal value of the issued shares of the class or with the sanction of an Extraordinary Resolution passed at a separate General Meeting of such holders but not otherwise. The necessary quorum for such meeting shall be two persons holding or representing by proxy not less than one third in nominal value of the issued shares of the class. At any adjourned meeting of such holders one holder present may constitute a quorum. The rights conferred upon the holders of the shares of any class having preferential rights shall not, unless otherwise expressly provided by the terms of issue thereof, be deemed to be varied by the creation or issue of further shares ranking pari passu therewith.

#### (iii) Directors

(a) Unless otherwise determined by an Ordinary Resolution of the Company the Directors shall not be less than three in number.

(b) A Director need not be a member of the Company.

(c) A Director shall not vote in respect of any contract or arrangement in which he has a material interest and shall not be counted in a quorum present at a meeting in relation to any resolution on which he is so interested. From voting, such prohibitions shall not apply to:-

- the giving of any guarantee, security or indemnity to him in respect of money lent or obligations incurred by him at the request of or for the benefit of the Company or any of its subsidiaries;
- the giving of any guarantee, security or indemnity to a third party in respect of a debt or obligation of the Company or any of its subsidiaries for which he himself has assumed responsibility in whole or in part under a guarantee or indemnity or by the giving of security;
- any proposal concerning an offer of shares or debentures or other securities of or by the Company or any of its subsidiaries for subscription or purchase in relation to which offer he is or is to be interested as a participant in the underwriting or sub-underwriting thereof;
- any proposal concerning any other company in which he is interested, directly or indirectly and whether as an officer, shareholder or otherwise, provided that he is together with persons connected with him within the meaning of Section 64 of the Companies Act 1980 is not the holder of or beneficially interested in one per cent or more of the issued share capital of any class of such company (or of any third party through which his interest is derived) or of the voting rights available to members of the relevant company (any such interest being deemed for the purposes of these provisions to be a material interest in all circumstances);
- any proposal concerning the adoption, modification or operation of a superannuation fund or retirement benefits scheme under which he may benefit and which has been approved by or is subject to and conditional upon approval by the Board of Inland Revenue for taxation purposes; and
- any proposal concerning the adoption, modification or operation of any scheme for enabling employees, including full time Executive Directors of the Company to acquire shares in the Company, or any arrangement for the benefit of employees of the Company and which does not accord any Director as such any privilege or advantage not accorded to other employees.

(d) The Directors' fees shall not exceed such amount as the Company in General Meeting shall determine and, until so determined, the Directors shall not be entitled to any fees. Any Director who holds any executive office or who serves on any committee or otherwise performs services which, in the opinion of the Directors, are outside the scope of the ordinary duties of a Director may be paid such remuneration as the Directors may determine.

(e) The statutory provisions as to retirement of Directors at any specific age shall not apply to the Company.

(f) The Directors may from time to time appoint one or more of their body in the holder of an executive office (including the office of Chairman and Deputy Chairman) on such terms and for such period as they may determine and may revoke such appointment subject to the provisions of any agreement between the Company and the appointee. A Director holding office as a Managing or Joint Managing Director shall not be subject to retirement by resolution. At each Annual General Meeting one third of the Directors who are subject to retirement by resolution (or the number nearest to but not exceeding one third) shall retire by rotation.

(g) The Directors may pay pensions, annuities, gratuities and superannuation or other allowances or benefits to any person on their retirement who is or was a Director or employee of the Company or any subsidiary company and to the widows and dependants of any such persons and may establish, support, subscribe to and contribute to any scheme or fund or pay premiums for such purposes.

(h) Purchase of own shares  
The Company is allowed, subject to the provisions of the Companies Act 1981, to purchase its own shares (including any redeemable shares).

#### (ii) Borrowing Powers

The Directors may exercise all the powers of the Company to borrow money and to mortgage or charge all or any part of its undertaking, property and uncalled capital and to issue debentures and other securities. The Directors shall restrict the borrowings of the Company and exercise all voting and other rights or powers of control exercisable by the Company in relation to its subsidiary companies (if any) so far as is necessary to ensure that the aggregate principal amount outstanding of all monies borrowed by the Company and its subsidiaries at the time being inclusive of intra-group borrowings shall not at any time without the previous sanction of an Ordinary Resolution of the Company exceed an amount equal to twice the adjusted share capital and reserves (as specified in the Articles of Association).

#### (iii) Business Expansion Scheme

(i) The Directors shall not at any time before 1st June, 1986 or three years after the commencement of a qualifying trade (whichever is the later) allot or issue any shares which are not fully paid up.

(ii) The Directors shall not at any time before 1st June, 1986 or three years after the commencement of a qualifying trade (whichever is the later) without the consent of all the shareholders holding shares qualifying for relief under the provisions of Section 26 of the Finance Act 1965 as amended, register any transfer of shares, if, as a result, the Company would, to the knowledge of the Directors, come under the control of another company or of another company and any person connected with that other company.

### 6. Taxation

The Directors are of the opinion that, following completion of the issue, the Company is unlikely to be a close company as defined in the Income and Corporation Taxes Act 1970 as amended.

### 7. Material Contracts

The following material contracts have been entered into by the Company since its incorporation:-

(i) a management agreement dated 26th February, 1985 between the Company (1) and LYIM (2) whereby:-

- LYIM agreed to provide services to the Company in locating suitable sites for developments;
- following the acquisition of sites by the Company, LYIM agreed to advise on the appointment of a suitable professional team, oversee the development of the site and negotiate the eventual sale; and
- it was agreed that LYIM be paid fees comprising:  
(1) an annual fee equal to 2 per cent (plus VAT) of the net assets of the Company computed by adding developments at cost only;  
(2) a development fee equal to 20 per cent (plus VAT) of the profits on the sales of completed developments, provided that if, on the basis of an architect's certificate of practical completion or upon 75 per cent of the net lettable floor area of a development being let, the Company indicates to LYIM that it does not intend to proceed with the sale of the development within 12 months, LYIM may elect to be paid a fee of 20 per cent of profits based on a valuation of the development.

The agreement is conditional on the Company obtaining a certificate from the Registrar of Companies to enable it to commence business and (subject to provisions for earlier termination in exceptional circumstances) the agreement will continue for five years from the issue of the said certificate and thereafter until terminated by either party giving to the other not less than 12 months notice.

(ii) an agreement dated 26th February, 1985 between the Company (1) and LYIM (2), whereby LYIM agreed to act as sponsors to this issue and, in connection therewith, LYIM has received certain warranties and undertakings from the Company. LYIM will receive a fee at the rate of 4 per cent (plus VAT) on the amount subscribed out of which it will pay commission at the rate of 5 per cent to professional advisers through whom valid applications are received and accepted. In addition, LYIM will provide secretarial, accounting and administrative services to the Company, in respect of which it will be entitled to a fee of £15,000 per annum (plus VAT) subject to annual review.

### 8. Miscellaneous

(i) Save as otherwise mentioned herein, since the date of incorporation of the Company:

- no share or loan capital of the Company has been issued, or is proposed to be issued, fully or partly paid, either for cash or for a consideration other than cash; and
- no commissions, discounts, brokerages or other special terms have been granted in connection with the issue or sale of any share or loan capital of the Company;
- no share or loan capital of the Company is under option or has been agreed conditionally or unconditionally to be put under option;
- the Company is not engaged in any litigation or arbitration and no litigation or claim is known to the Directors to be pending or threatened against the Company;
- the minimum amount which, in the opinion of the Directors, must be raised in respect of the matters specified in paragraph 4 of Part I of the Fourth Schedule to the Companies Act 1948 (as amended) is made up as follows:  
(a) purchase of property Nil  
(b) preliminary expenses and commissions excluding VAT (based on minimum subscription) £20,500  
(c) repayment of money borrowed Nil  
(d) working capital £479,500

### To the Directors

Gentlemen,

I/we unrevocably offer to subscribe for the number of fully paid Ordinary shares of £1 each set out above on the terms and conditions of the prospectus dated 27th February, 1985 and subject to the Memorandum and Articles of Association of the Company. I/we enclose a cheque made payable to "Lancashire & Yorkshire Investment Management Limited - New Issue A/c" for the above mentioned sum, being the amount payable in full on application for the stated number of Ordinary shares. I/we agree to accept the same or any lesser number of Ordinary shares in respect of which this application may be accepted.

In consideration of your agreeing to consider applications on the terms and subject to the conditions of the said prospectus, I/we agree that this application shall be irrevocable and that this application shall constitute a collateral contract between me/us and you which shall become binding upon delivery of this application form duly completed to Lancashire & Yorkshire Investment Management Limited at the address shown above.

I/we hereby request you to send me/us a definitive share certificate for the number of Ordinary shares in respect of which this application is accepted, together with a cheque, if applicable, for any surplus application money by post in my/our risk to the address given below.

I/we understand that due completion and delivery of this application form accompanied by a cheque will constitute an undertaking that the cheque will be honoured on first presentation.

I/we have ticked the appropriate box to indicate whether or not I/we will be claiming relief under the Business Expansion Scheme.

I/we confirm that any Ordinary shares in respect of which this application is accepted will be beneficially owned by me/us.

PLEASE USE BLOCK CAPITALS

First Name(s) (in full) \_\_\_\_\_

Surname and designation (Mr., Mrs., Miss or Title) \_\_\_\_\_

Address (in full) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

(All joint applicants must sign)

This Application Form should be completed and sent to Lancashire & Yorkshire Investment Management Limited, 73 Wimpole Street, London W1M 7DD. The subscription list will open at 10.00 a.m. on Monday, 4th March, 1985 and may be closed at any time thereafter.

## Palmerston Property Developments plc

Issue of up to 8,000,000 Ordinary shares of £1 each at £1 per share, payable in full on application

Number of Ordinary shares applied for	Amount enclosed at £1 per share
	£

Minimum application: 1,000 Ordinary shares and thereafter in multiples of 500 Ordinary shares.

A commission of 5 per cent. will be paid by Lancashire & Yorkshire Investment Management Limited to any Stockbrokers, Licensed Dealers, Solicitors, Accountants, Banks or other agents approved by LYIM in respect of amounts applied for by successful applicants.



Football: England open up a gap but Spain close up on Scotland after last night's World Cup qualifying matches

# Hateley capitalizes on luck of the English to earn a vital victory

By Stuart Jones  
Football Correspondent

**Northern Ireland** ..... 0  
**England** ..... 1

England maintained their lead at the top of group three of the World Cup qualifying competition at Windsor Park last night. A goal by Hateley 13 minutes from the end was enough to beat a Northern Ireland side who have not won at home against England since 1927.

England's start at least held hints of promise. A left-footed drive from Hateley gave Jennings the first unerring moment of his memorable evening and the ebony Barnes, heavily involved early on, advanced with the menace of a panther either inside or outside Nicholl. But the threat soon faded into the thin Irish mist hanging over the arena.

Apart from a long chip from the elegant Wilkins, leading his side with his accustomed composure, England's lone contribution to the interval was the booking of Martin for fouling Whiteside.

The Irish, recovering from their early difficulties, began to scratch at England's confidence with direct and positive runs. Armstrong set off on one and Anderson's interception on the

edge of the area was crucial. When McIlroy set off on yet another, Martin, embarrassed by his own lack of speed, brought him down but escaped severe punishment. So, a couple of minutes from half-time, did England as Quinn, Hamilton's replacement, greeted Donaghy's

## Scotland beaten

**Spain 1 Scotland 0**  
A goal three minutes into the second half by Clos, the young Barcelona forward brought into the team for the first time, gave Spain victory in Seville last night to put them level on four points with Scotland in the World Cup qualifying group. Scotland, missing Dalglish and Nicol through influenza, were under the whip for much of the game.

cross with a firm nod and Shilton, rooted to his line, watched the deceptively powerful header cannon off the bar. After Stevens had signalled the change of ends with a volley that flew narrowly wide, Quinn caused further danger with his forehead. Hanging in the air beyond the far post, he turned Stewart's centre across the face of England's goal. Butcher leant forward to head clear but only as far as Armstrong, whose

instant shot was deflected for a corner. The Irish, in their shorts of emerald green, resembled a forest of mobile trees. With an energy that was tiring merely to watch, they chased and enveloped anything white - either the ball or their opponents. As a reward, they allowed themselves the comparative luxury of concentrating more and more on their search for a winner.

Instead they paid a costly penalty. As a long ball from Martin dropped inside the Irish half in the 76th minute, Hateley rose to claim it. He turned and began the particularly powerful run through the trees that lay ahead. Seeing a gap between them he sprinted on until he found himself in the clear, and beat Jennings with a low right-footed drive.

**NORTHERN IRELAND:** P Jennings (Arsenal); J Nicholl (West Bromwich Albion); M Donaghy (Luton Town); J O'Neill (Leicester City); J McClelland (Watford); P Ramsey (Preston City); G Armstrong (Real Mallorca); S McIlroy (Stoke City); J Quinn (Blackburn Rovers); N Whiteside (Manchester United); J Stewart (Queen's Park Rangers).  
**ENGLAND:** P Shilton (Southampton); V Anderson (Arsenal); K Sanson (Aston Villa); R Williams (Aston Villa); D Butler (Sheff Wed); T Butler (Sheff Wed); T Stevens (Everton); G Stevens (Tottenham Hotspur); M Hateley (Aston Villa); A Woodcock (Aston Villa); J Barnes (Watford).  
Referee: V Roth (West Germany).



In Shedy's shadow: the Republic of Ireland midfielder shields the ball from Selektor, of Israel, during yesterday's goalless draw in Tel Aviv.

# Scottish new men all the better for their first taste of Europe

Cadiz (Press Association) - Scotland's hopes of reaching the quarter-finals of the European Championships were virtually extinguished in a 0-0 draw with Spain on Tuesday. The Scots needed to win to have any hope of qualifying, but despite a brave second half performance were unable to penetrate the Spanish defence.

Scotland's coach, Walter Smith, admitted afterwards, "we played well and could have snatched a victory - but really the damage was done at home. By losing to Spain in Dundee last November, and beating Iceland by only a single goal, we left ourselves for too much to do. Now we can only hope that Iceland can surprise the Spaniards."

As things stand in the qualifying group, Scotland and

Spain both sit on top with three points, but Spain have a vital match in hand.

Scotland's best chance of snatching a victory came in the seventy-third minute when Eric Black was pushed off the ball by the Spanish full back Salinas, the Portuguese referee, Jose Santos, initially awarded a penalty, but quickly reversed his decision. Smith added: "I think the referee was influenced by the Spaniards. He certainly pointed to the penalty spot before giving a goal kick."

Despite Scotland's inability to win, a number of new names for the future emerged - particularly the newcomers, Speedie, of Chelsea, and the Rangers full back, Burns. Smith said: "Speedie took a lot of punishment but kept bouncing back."

# Carlisle squander a two-goal lead

Carlisle United wasted a 2-0 lead and dropped to 26th in the league after a 2-1 defeat at Doncaster on Tuesday. The second division side were held by Leeds United at Brunton Park on Tuesday.

Two goals by O'Riordan put Carlisle in command. The striker had McCurran set off for a foul on Wright. Leeds pulled one back through Wright, the equalizer coming in the last minute through Aspin.

The Ramsay forward, Wyke, sent off in a controversial game at Sheffield United on Saturday scored the only goal at home to Middlesbrough.

Griffiths went second in the third division with a 1-0 home victory over their promotion rivals Hail City. McMeah, the captain scored in the 76th minute.

Cambridge United, the bottom club, who dismissed their manager, John Ryan, this week, suffered their seventh successive defeat, losing 3-1

at Preston. North End, Preston's crowd of 2,653 was the lowest ever for a league game at Deepdale.

Colchester United moved into third place in the fourth division, a state goal by Groves giving them a 2-1 win over Maidstone. The Kent club, who had been in the bottom three, were sent off six minutes from time. Reid of Rochdale, was dismissed in the last minute at Scunthorpe United, where his side lost 4-2.

In the Football League Trophy, Trevor Senior of Reading, came under scrutiny from other clubs during his side's 2-0 win at Brentford. Senior, Reading's top scorer this season with 24 goals, was watched by Peter Stanger, the manager of Tottenham Hotspur, as well as by representatives from Watford, Newcastle United, West Ham United and Crystal Palace.

Millwall reached the second round of the competition, their 1-0 defeat of Southend United giving them a 5-1 win on aggregate.

## TUESDAY'S RESULTS

<b>INTERNATIONAL MATCHES</b> Wales 1, Norway 1. (Aberystwyth 19.00, Gwynedd 20.00, Cardiff 21.00, Swansea 22.00, Newport 23.00, Cardiff 24.00, Swansea 25.00, Newport 26.00, Cardiff 27.00, Swansea 28.00, Newport 29.00, Cardiff 30.00, Swansea 31.00, Newport 32.00, Cardiff 33.00, Swansea 34.00, Newport 35.00, Cardiff 36.00, Swansea 37.00, Newport 38.00, Cardiff 39.00, Swansea 40.00, Newport 41.00, Cardiff 42.00, Swansea 43.00, Newport 44.00, Cardiff 45.00, Swansea 46.00, Newport 47.00, Cardiff 48.00, Swansea 49.00, Newport 50.00, Cardiff 51.00, Swansea 52.00, Newport 53.00, Cardiff 54.00, Swansea 55.00, Newport 56.00, Cardiff 57.00, Swansea 58.00, Newport 59.00, Cardiff 60.00, Swansea 61.00, Newport 62.00, Cardiff 63.00, Swansea 64.00, Newport 65.00, Cardiff 66.00, Swansea 67.00, Newport 68.00, Cardiff 69.00, Swansea 70.00, Newport 71.00, Cardiff 72.00, Swansea 73.00, Newport 74.00, Cardiff 75.00, Swansea 76.00, Newport 77.00, Cardiff 78.00, Swansea 79.00, Newport 80.00, Cardiff 81.00, Swansea 82.00, Newport 83.00, Cardiff 84.00, 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# General Appointments

## BADENOCH & CLARK

### CORPORATE FINANCE

£15,000-£40,000 + Substantial Benefits

Our clients, some of the City's most successful and innovative merchant banks, stockbrokers and private equity firms, require additional members to augment established and developing departments. Vacancies exist across the board from Executive to Assistant Director level. We are therefore interested in hearing from:-

- (i) Experienced Corporate Finance people with a banking, broking or industrial background;
- (ii) Newly qualified ACAs and Solicitors.

Contact Robert Digby

### TAX CONSULTANCY

A.C.A.s - SOLICITORS - BARRISTERS £16-£25,000 + Car

We represent a number of firms of Chartered Accountants, Solicitors, Merchant Banks, Financial Institutions, Tax Consultants and Multi-national Corporations who require candidates to undertake a variety of disciplines. The work will be of a challenging nature and within very fast moving environments.

Contact Timothy Burrage

### FINANCIAL INVESTIGATIONS

To £25,000 + Car

We currently have a wide variety of positions within the investigations departments of highly respected firms of accountants for candidates with specialist knowledge. Duties will be fairly diverse and are likely to include:- corporate advisory work, business start ups and venture capital assistance, mergers and acquisitions, U.S.M. and S.B. circulars, long and short form reports, general forecasting, valuations, forensic accounting and expert witness. Applicants should show extensive experience in at least one of these fields and possess an exceptional academic record. Candidates wishing to return to the profession from financial or commercial concerns would be favourably regarded.

Contact Colin Perkins

Financial Recruitment Specialists  
16-18 New Bridge St, London EC4V 6AU  
Telephone 01-583 0073

## Trade Mark Agent

ICI has a vacancy in its Trade Marks Department at Welwyn Garden City, Hertfordshire. The department is responsible for all aspects of trade mark work in all countries of the world and we would be pleased to hear from any Trade Mark Agent, either recently qualified or close to qualification, or anyone having comparable knowledge or legal training. Excellent salary and benefits.



Please apply in writing with CV to Dr B. A. Marshall, Personnel Department, Imperial Chemical Industries plc, PO Box 6, Baginbun Road, Welwyn Garden City, Hertfordshire, AL7 1HD.

## PROJECT ORGANIZER MALE OR FEMALE

A leading USA-based international financial and data services company is seeking an energetic and resourceful individual to assist with a European market development project. The position will require hard work, organization, outgoing enthusiasm, attention to detail, and language capability in French and German. With demonstrated ability, responsibilities of the position will increase. Applicants must be prepared to travel and there will be an initial period of training at the company's headquarters in the USA. Salary £20,000 or above, depending on ability and experience. Please write in confidence with detailed C.V. including salary history to:

Box 95858 The Times

## Project Leaders Data Comms & Distributed Processing

## Systems Programmers MVS, VTAM

## Network Specialists SNA, DECNET, NETEX

You will have several years computing experience including, as relevant, Assembler, PLI, MVS/SP, MVS/XA, JES2, RACF, VTAM, TSO, SNA, OSI, DECNET or NETEX. All applicants should hold a First or Second Class Degree and possess good communication skills.

Computer Personnel & Executive Development Associates Limited  
Old Bank House, Bank Street, Worcester WR1 2EW.

## Oxfordshire Salaries to £17,000

Located in a delightful part of Oxfordshire, our Client is one of the country's leading scientific and engineering research organisations with an enviable reputation for systems development within a highly advanced Data Processing department. DUAL IBM 3081K Mainframes are being utilised together with an existing local and national network based on SNA, DECNET and NETEX. New development plans offer the adjacent excellent career opportunities for committed and ambitious professionals who will enjoy first class working conditions and considerable technical challenge.

For further information telephone Reg Heath on 0905 611512 or (evenings/weekends) 0531 3761 or send full personal career details to:-

## PRODUCTION ENGINEER Small Gas Turbine Engines

Lucas Aerospace - Power Systems Division - Hemel Hempstead  
£12,500

We are Europe's largest aircraft components manufacturer. We need a determined and experienced Production Engineer to drive through the reorganisation of industrial engineering in the Gas Turbine product group at Hemel Hempstead. Reporting to the Production Manager, responsibilities include deciding a programme of action and leading a team of around 20 professional industrial engineers to achieve the above objective. The environment is one of change and you must be willing to lead the introduction and development of new and existing systems (eg CAM, CAPES, PATHTRAC) as a part of the overall task of creating a cohesive, dedicated machine tool and assembly facility. Your background will include education to degree level and experience in a small batch, high precision environment. Experience of NC/CNC machine tools is essential. The rewards in this challenging environment include a competitive salary and good range of fringe benefits. Where appropriate, relocation assistance will be available. If you fit this profile, please contact:

B G Covey, Personnel Manager, Lucas Aerospace Ltd,  
Maylands Avenue, HEMEL HEMPSTEAD, Herts

For further details and an application form.

**Lucas Aerospace**  
POWER SYSTEMS DIVISION

## TRANS WORLD AIRLINES

seeks applicants for the post of

## FIELD SALES MANAGER

For its passenger sales department in the United Kingdom (based in London). The successful candidate will assume responsibility for the day to day direction and motivation of the UK passenger sales force and achievement of revenue goals in an exciting but increasingly competitive and pressurised market place. Applicants must be well educated, preferably to degree standard and have a proven track record in sales management in a service or leisure field, preferably involving North American markets. In addition, demonstration of a creative leadership ability is essential and a familiarity with modern office technology including micro applications is desirable. Starting salary will be negotiable around £16,000 plus car and fringes including generous air travel privileges (after qualifying period). If you are aged between 30-40 and are really ready to move on towards senior management in a first class organisation write fully with C.V. to:

DEPARTMENT JJC,  
TWA  
214 OXFORD STREET,  
LONDON, W1N 0HA.  
(Telephone enquiries will disqualify.)

Leading the way to the USA.



## DIRECTOR & GENERAL MANAGER

c.£40,000 p.a.

Our Client's business has a £30m t/o p.a. increasing rapidly through organic growth, acquisition and the launch of innovative products, in the UK and overseas. The privately owned group is based in West London. The core business requires an energetic, competent, and ambitious general manager who matches the following profile.

- \* A graduate, commercially and financially competent, aged around 40.
- \* 5 years experience as a senior manager in a service, and/or speciality sales company.
- \* Experienced in running a large, effective Field Sales and Operations Force generating budgeted revenue, cash flow, and profit requirements.
- \* You will be able to convince our client of your value to the business.

In return, our client offers an excellent basic salary, plus profit related bonus, prestige car and other fringe benefits. Even more importantly, this is a career opportunity in an innovative, dynamic organisation, offering a real challenge to the successful candidate. If you measure up to, and are willing to take on this challenge, send your full C.V. (including salary progression), to:

PMA Services, 84 Camden High Street, LONDON, NW1 0LT  
Please quote reference 5437/T.

# The best jobs in Software

### ICI Experienced Designers - Analysts/Programmers to £15K

A major leading based computing organisation is eager to offer attractive starting conditions (including relocation if necessary) to suitable Computer Professionals.

Desirable skills include: ICL 3900/VME; IMS - DDS; TPMS; DDCL - SCL; COBOL; QuickBuild products (e.g. Querymaster, Reportmaster); Systems Design; Data Base Design; Technical Design - Support.

Posts offered are in the area of Local Authority Application Software; experience in that field would be of particular interest.

Key No 5288

### Software Engineers - Scotland circa £15,000

To work in a small and professional team developing new techniques using FORTRAN and 'C' under VAX-VMS and UNIX providing solutions for CAE systems. Experience involving the development and support of large programmes and in engineering applications, particularly involving Interactive Graphics would be a distinct advantage.

Candidates should have a Computer Science Degree or equivalent experience. Individual prospects are excellent including attractive salaries, working conditions and relocation expenses.

Key No 5346

### Scientific Programming

The companies computing facilities include SPERRY, DEC, RLE, and MODCOMP equipment programmed in FORTRAN, BASIC and BASIC.

There is a requirement for Analysts/Programmers in the areas of Data Logging and Analysis, Plant Modelling and Simulation, CAD and Graphics, and Software Productivity tools.

Applicants should hold a good degree in Computer Science, General Science, or Engineering, with some previous programming experience. Senior Posts are also available for suitably experienced candidates. Salary range: £8,559 to £14,962.

Key No 5349

### A Dazzling Future in Software

With a leading edge employer. Current opportunities include: FLIGHT CONTROL SYSTEMS: High and low level design using structural design techniques. Two years experience, knowledge of INTELZIG, CORAL BASCAL and DEC, plus a relevant honours degree.

INTELLIGENT KNOWLEDGE-BASED SYSTEMS: Creating simulations of aircraft in their operational field is the key to this exciting research role. Experience in computer modelling, a knowledge of LISP, PROLOG, POPLOG plus a good honours degree in Maths, Physics or Computer Science.

**SMITHS INDUSTRIES**  
AEROSPACE & DEFENCE  
SYSTEMS COMPANY  
Key No 7655

### Systems Analyst Programmer

E.C.I. (Hemel Hempstead) Ltd is an established world wide range of services to the International Petroleum Industry and based at Hemel-on-Thames, require a SYSTEMS ANALYST/PROGRAMMER with 5 years experience developing commercial systems. A year of which is gained using a fourth generation language. PROGRAMMING OF MANAGEMENT ACCOUNTING SYSTEMS and so on in depth knowledge of at least one major manufacturer are also necessary.

Highly competitive salary and superb working conditions are offered.

Key No 6976

### Programmers/Analyst Programmers/Consultants to £18K

Market Leaders in Electronic Mail, Telecom Gold have vacancies at several levels in their development division for software staff with experience in one or more of the following areas: Prime/Foran, Message Switching, Communications, Database techniques or Management Information Systems.

Based in our modern offices near London Bridge, staff are encouraged to take complete project responsibility for developments from inception to implementation. Further information on this remarkable and challenging opportunity can be obtained from ADAM WHITNEY on 01-743 6321.

**TELECOM GOLD**

### Team Leaders and Software Engineers

Opportunities in a leading British Company exist for a range of qualified engineers. Candidates should be qualified to HNC level in Computer Science or related disciplines and be prepared to work in Surrey.

The work involves designing, coding and process/activity testing on a VAX System in small project teams. Knowledge of CORAL 66 and MASCOT in a defence environment would be an advantage.

Attractive salaries, including relocation assistance, and the benefits of pleasant rural surroundings are offered.

Key No 6668

### Analysts & Programmers

Data Logic, one of the leading Systems and Software houses, is seeking Analysts and Programmers to work on a variety of software projects for some of the most prestigious companies in the UK.

Candidates should be graduates with proven skills in any of the following: IBM Mainframe: COBOL, CICS, DL/I, ICL-VME, IONS, TPMS, H.P. 3000, DEC, WANG, PRIME.

Apply in writing to Bronya Abbott, Data Logic Ltd, 65-65 North Wharf Road, London W2 1LA. Tel 01-262-3400.



### Project Leaders and Systems Analysts

We are a large national organisation. As part of our strategy for 1985, we need to recruit Project Leaders and Systems Analysts who have experience of specification and implementation of computer solutions to difficult business problems in a large company - IBM environment.

Vacancies exist in LONDON, SWINDON and ROCHDALE for people educated to degree level. Excellent prospects for the right calibre person.

Project Leader £18K  
Systems Analysts £15K

Key No 6866

### System Software Specialists

NCR (Manufacturing) Ltd at Dundee is an established world leader in the design and production of sophisticated Auto-Teller machines (ATM's).

We require System Software specialists who will develop Software in a wide range of areas including Terminal Operating Systems, Microprocessor - controlled devices, communications networking and terminal control applications.

To find out more, write to Ian Hume, Manager - Employee Relations, NCR (Manufacturing) Ltd, Kingsway West, Dundee, DD2 3XX.



### Systems Programmers/Database Designers

Take part in an ambitious Information Systems project providing on line real time efficiency. Candidates will be familiar with IBM 3081 using MVS/XA.

Systems Programmers will develop software generation and configuration packages and be involved in the selection and installation of software.

Database Design Consultants will define design standards integrating these designs into operational procedure.

Normal company benefits package with relocation where necessary is offered.

Key No 7246

### Software Designers - to £15,000

As part of an international telecommunications group, TMC has a reputation for high quality design and investment in design techniques.

We seek graduates, 24-36, experienced in Block Languages familiar with telecommunications products and in circuit emulation to develop new applications and additional facilities for products. We offer excellent scope for future career ambitions.

Benefits include excellent negotiable salaries, full relocation to Wiltshire, 25 days annual holiday, pension and sick pay schemes and staff shop facilities.

**PHILIPS TMC Limited**

Key No 5958

### Regional Sales Managers £28K OTE + Car

S.W. (based Bristol), London & Home Counties, Midlands. Three vacancies now exist within the UK. Limited for top Regional Sales Managers. The successful applicants will be responsible for establishing and maintaining a strong dealer network within their respective areas.

Previous experience in establishing Third Party Sales is advantageous but not mandatory, however, a proven track record with sales experience in Software Micros or Minis is essential.

Key No 7254

### Real-Time Naval Applications

Foran Computer Systems Limited's teams of Software Engineers are involved with the design and implementation of applications using modern methodologies.

Vacancies exist in Blackpool/Poolemouth and Weymouth for experienced Software Engineers preferably with a degree or equivalent in a maritime discipline. It is unlikely that less than 3 years experience will interest us.

A competitive remuneration package is paid.

Call Blackpool 483232, ext. 3471 or write to:- Recruitment Section, Foran Computer Systems Ltd, Western Road, Blackpool, Merseyside, B612 1BA.

Quoting ref: BNSD/T

**FERRANTI**

### Analyst/Programmers (Rural Central Scotland)

These positions offered experienced Analysts/Programmers an excellent opportunity to join one of the most successful and enlightened world wide electronics companies. Based in a highly attractive part of central Scotland, this organisation has a multi functional site with wide ranging applications for both manufacturing and commercial activities. A minimum of 3 years experience in Analysis and Design of Commercial Systems, blended with commercial programming skills is essential. As far as languages are concerned you should know COBOL or BASIC + 2, and have knowledge of RSTS, VAX and VMS.

On offer are salaries and benefits amongst the best in the business.

Key No 5398

We are now looking for DP Personnel who want 1985 to be the most challenging year of their careers. The vacancies listed above are a small selection from many stored on our sophisticated database. All top companies, all waiting to talk to you about your career.

Joining Lansdowne Appointments Register is FREE and is as simple as filling in this coupon. Please indicate the key number(s) of positions above of particular interest. We will then send you one of our highly developed profile forms, which will enable us to accurately pinpoint the career move you seek.

Over the last 12 years, we have helped literally thousands of people further their careers. So if you're looking for a new challenge, simply fill in the coupon, and help yourself to a better career.

**01-743 6321**

Please send me the key number(s) of positions of particular interest.

To: Stuart Laid,  
Lansdowne Appointments Register,  
Park House, 20-21 The Vale, LONDON  
W3 7OB

Please send me a Lansdowne Appointments Register job finding pack.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_

KEY NUMBER(S) \_\_\_\_\_  
**Lansdowne**  
Appointments Register  
Jobs for professionals. Professionals for jobs.



# General Appointments



## Career Opportunities on the South Coast

Lloyds Bowmaker, one of the UK's leading finance houses and a member of the Lloyds Bank Group, is moving its Personal Finance Division to Bournemouth this summer. As a result of this move and our continued growth we now require the following computer professionals.

**Systems Analysts** £10,000 - £13,000

The requirement is for a Systems Analyst, qualified to degree level, with a substantial work background in a DP environment. Reporting to the DP Manager the job would suit a self-motivated individual who can successfully analyse business data processing requirements and implement and design new systems accordingly. Interfacing with other DP functions he/she will be expected to advise programming staff and display a high level of initiative.

**Programmers** £7,600 - £11,200

Programmers, ideally with 3-5 years NCR experience, or similar, are required to complete our team who are primarily responsible for designing new programs and preparing test data. Educated to at least 'A' level standard, you must be flexible in your approach and conversant with current developments in computer/hardware technology.

**Operators** £6,700 - £8,100

Under the supervision of a Shift Leader you will be mainly responsible for the successful operating of the system, ancillary equipment checks and the loading and unloading of peripherals as necessary. Ideally with at least a year's NCR experience, you must also possess a sound educational background.

For all the above positions age will not be a barrier; experience plus a willingness to contribute to the Company's continued growth are prime requisites.

As you will, for the first few months, be based at our offices in Holborn, we will pay your daily travel expenses or the cost of temporary accommodation in London, to compensate for any inconvenience you are caused. We are also offering to meet your relocation expenses, should you need to move nearer Bournemouth.

You will receive a salary in the range indicated accompanied by an excellent benefits package.

If these brief details have encouraged you to find out more about the jobs and the better life style to be found on the South Coast, post the coupon below NOW to: Miss Judith Monaghan, Personnel Officer, Lloyds Bowmaker Limited, 18/20 St. Andrew Street, London EC4P 4JB or telephone: 01-353 6891.

To: Lloyds Bowmaker Limited, please send me an Application Form for the \_\_\_\_\_ position.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_



(Recruitment Consultants)

## FOLLOW THE LEADER

Deal with the professionals at Deboo Executive  
— specialists in Accountancy Recruitment

During the last twelve years of recruitment consultancy, our team of consultants has gained a profound insight into financial recruitment and advertising throughout London and the Home Counties. We pride ourselves in offering personal and expert advice to both candidates and employers. Detailed below are a few of our current vacancies:

Financial Controller, Portsmouth	to £19,000
Commercial Director, Dunstable	£20,000 + Car
Group Financial Accountant, Hammersmith	£17,000 + Car
Management Accountant, Croydon	£16,000 + Car

CONTACT US NOW FOR FURTHER DETAILS OF THESE AND MANY OTHER POSITIONS.

01-628 2714

19/21 Wilson Street, London, EC2M 2TA

**Deboo Executive**

## BUSINESS ANALYSIS

Oil and Chemicals

We are international consultants specialising in the oil, chemical and related industries. The work involves the analysis of data and the development of business forecasts which form the basis of the advice we provide.

Applications are invited from graduates in economics or relevant technologies with at least five years' direct experience in the industries we serve. The positions are very suitable for persons seeking flexible and/or part-time employment arrangements. Applications in writing please to Miss R. Y. Enright at the address below:

**Chem Systems International Ltd**  
28 St. James's Square  
London  
SW1Y 4JH

## CIBA-GEIGY

Opportunities for Scientists interested in  
**ELECTRONICS CHEMICALS RESEARCH**

Ciba-Geigy is an international Chemical company which relies on technical innovation and creativity to maintain its position at the forefront of the chemical industry.

A major decision has been made to intensify efforts in the challenging field of chemicals for electronics uses and one of the main technical centres will be at Ciba-Geigy Plastics at Duxford, Cambridge where new laboratory premises are planned. This investment offers an exciting opportunity for Research Scientists who would like to be involved at the inception of this new development and who would be able to contribute in a substantial way to international growth in this area.

We have opportunities for Graduates who already have knowledge of chemicals for electronics uses and possess some industrial experience in this area. It is likely that successful candidates will hold a Ph.D and have the personal characteristics necessary to motivate themselves and others in this new area of chemistry where a high degree of creativity is a prerequisite. We shall be able to offer the right candidate an attractive employment package together with the opportunity of moving to this very pleasant part of the country.

If you are interested in applying, please send full details of your background and career to date to:

Mrs. N. J. Stranks, Personnel Officer,  
CIBA-GEIGY PLASTICS,  
Duxford, Cambridge CB2 4BA  
Tel: Cambridge (0223) 832121

## GRADUATES HIGH TECHNOLOGY

£5,500-£11,000 + benefits

As a result of rapid expansion, several outstanding opportunities exist within this prestigious computer company.

These challenging roles offer immediate responsibility and a chance to develop your skills in a young, progressive environment.

The vacancies have arisen in two main areas: in the one, duties will include usage analysis, profitability analysis and forecasting, and in the other customer liaison and sophisticated order analysis.

You must be a highly numerate graduate, with at least one year's relevant commercial experience, and a "hands on" knowledge of computerised systems. The successful candidate will demonstrate the self-reliance and initiative to meet the demands of these stimulating positions, and the drive and ambition to progress rapidly.

Please contact Ann Pears or Fiona Croft for an initial discussion.

**NCR**

7 Princes St.  
London W1R 7PB  
Tel: 01-628 7292

**accountancy appointments**  
A Division of Graduate Appointments Ltd

## FINANCIAL CONSULTANCY

IS A GROWTH AREA OF THE MOMENT  
AND OF THE FUTURE - DON'T MISS OUT!

FPS (Management) Ltd. is a leading firm of financial consultants and because of phenomenal expansion in 1984 is looking for two outstanding individuals to complement its London-based team of professionals.

The right individuals (aged 23+ and based in London) will be intelligent and energetic, highly motivated, hard-working and able to absorb new ideas quickly.

Full training will be provided.

Remuneration expected to be in excess of £15,000 first year. This is a superb opportunity to develop your own business and career path in a growing company and in an exciting industry.

For further details phone 01-240 2184

Between 9.30 a.m. and 4.30 p.m.

Speak to FIONA PRICE or MARCUS PAINE.



# More work, more play?

Coopers & Lybrand is one of the largest tourism and leisure consultancies in the UK, providing a full range of advisory services in this, one of the fastest growing areas of the UK economy.

We draw on a broad spectrum of consultancy resources to aid the establishment of and investment in hotel groups; to act as consultants to tourist boards and development agencies; to develop tourism strategies and to help with leisure project investment, such as theme parks, leisure centres and sports stadia.

At Coopers & Lybrand, we are looking for Consultants and Senior Consultants, 25-35, with experience in one or more of the following areas: marketing, accountancy and information systems development in tourism and leisure.

Please send a résumé, including a daytime telephone number and quoting reference 04/2, to Don Wilkes at Coopers & Lybrand Associates, Fleetway House, 25 Farringdon Street, London EC4A 4HD.

**Coopers & Lybrand**

## Corporate Finance

£16,000 + car + benefits

This leading Merchant Bank offers training and unrivalled career prospects within its corporate finance team. You should be a graduate with at least 2:1 degree and a first time pass record in the professional exams. Ref. 8542

For an early meeting call Bill Curteis or send written details to him.

## Treasury

£25,000 + car

An outstanding opportunity for the professionally qualified Treasurer with minimum of 2 years specialist experience. Exposure at board level provides an ideal next step to directorship. Ref. 9393

**Personnel Resources**

75 GRAYS INN ROAD, WC1X 8US 01-242 6321

## Sales Negotiator

Required aged 20/30 by young established estate agents based in south west London. The position requires intelligence, initiative and some experience. Driving licence essential, full marketing and secretarial back up provided plus basic. Good commission and company car. Excellent opportunity for go ahead young person with drive and ambition.

Apply Box 1238W The Times.

## Excellent Opportunity

International Service Company, giving assistance to employees of major UK and multi-national companies, has vacancies in our Home Finding Department where we counsel incoming employees and find and show them properties.

We require young, well presented, caring PEOPLE ORIENTATED staff who can either:  
i interview Clients, discuss their requirements and show properties, or  
ii be based in office, telephone estate agents and prepare itineraries of properties.

Rewards vary according to the position concerned, and include pension scheme, BUPA, LVS and 4 weeks holidays. Attractive offices in Bond Street.

Please phone Sarah Brown/Colin Mould for an application form. Merrill Lynch Relocation: 01-629 8222

THE CATHEDRAL CHURCH OF CHRIST, CANTERBURY

The Dean and Chapter of Canterbury invite applications for the post of

**VESTURER (Head Virger)**

This is a full-time by appointment. The person appointed will require proven management skills, and be responsible for a department with a staff of nine.

For job description and application form, please write to: The Secretary General, The Chapter Office, 8 The Precincts, Canterbury, Kent, CT1 2EG. Applications close 31st March, 1985.

**FEMALE SALES EXECUTIVE** required 18-25 years old for small business sales company. Good opportunity, well paid and good. Please contact office 704 2995 or 427 3455.

**ASSISTANT BOOK-KEEPER** required with at least 2 years' experience for a firm of chartered accountants in NW5. Salary in region of £10,000 p.a. For interview/visit call 346 Tolls on 722 9702.

**CHEERFUL, ENERGETIC Assistant** required to help in running of a private nursing home for the elderly. Experience preferred. Knowledge of 12-1500 sq. ft. building. Agency offered or £6 p.h. holiday. Apply in writing to Peter C. Trumble at 1, Belmont Road, South Croydon.

**BOAT MECHANIC** required for hotel near to France. Start into summer. Salary £10,000 p.a. For interview/visit call 346 Tolls on 722 9702.

مكتبة الأصيل



## HORIZONS

The Times guide to career development

## How to treat emergencies

Patients can be repatriated within hours of a medical emergency abroad. If your work involves frequent travel and you are injured or taken ill while on business overseas, would your employer know how to help you?

Surprisingly, there are teams of skilled doctors and nurses on call 24 hours a day, every day of the year, who specialize in medical care on an international scale.

Many seasoned business travellers share the nightmare - sudden illness far from home and a properly qualified doctor. Takes of hospitals bearing a remarkable resemblance to youth hostels, accidents where the prompt attendance of a good doctor would have saved life, and unexpected illness returning to haunt the bearer years after the original disease, are based, to a large extent, on fact.

For every report of disastrous medical care abroad, there are hundreds of cases where emergency medical teams have brought out the patient - within hours of the crisis he has been returned to his home country and a hospital which can help.

For example, a coach crash in Bolivia where every patient was diagnosed as being seriously injured would have ended in catastrophe had it not been for the commercial medical evacuation specialists who arranged for the patients to be transferred to a well equipped hospital in Bolivia, and for the two most injured to be returned to England in a specially chartered air ambulance within 48 hours.

### Travellers taken ill abroad can get home without pain, says Melanie Wood

The greatest security that any travelling businessman can have is to know that in an emergency there is a way home. Organizations such as the St John Ambulance and Swiss Air Ambulance are dealing with international emergencies all year. Commercial organizations provide the same service for members and for those who become members as part of company benefits.

A telephone call will start the rescue process. Those organizations check insurance membership, inform family, employer and their own local contact. This is usually a doctor who will see the traveller and then make all decisions on his behalf until the crisis is over. Evacuation is often by scheduled flight after stabilization in a local hospital, but is sometimes by fully equipped air ambulance and attendant staff.

It is vital that every traveller from Britain takes a membership card or insurance policy which will cover the cost of emergency medical repatriation. Medical costs can be phenomenal and the cost of an air ambulance makes medical evacuation a service which cannot be provided without payment being guaranteed.

If a patient falls ill in, for example, the United States, he or his employer may have to pay hospital costs, then the cost of transport to the airport, the cost of air ambulance or scheduled flight home, staff fees, even private medical fees on his arrival home. The cost of the air ambulance alone might be £50,000.

A charity, such as the St John Ambulance, may use volunteer staff, but still requires that the fee for an air ambulance is paid. The only organization to waive this rule is the Swiss Air Ambulance which, as a result, makes a 50 per cent loss every year.

For the British, evacuation to Switzerland is not a sensible solution as medical costs incurred there are likely to be high.

The importance of the organizations which offer emergency medical evacuation is that instant expertise is available to the employer or employee on the strength of a telephone call. (One employee in Saudi was evacuated on suspicion of hepatitis. A doctor in his home country diagnosed malaria and within three weeks he was back at work in Saudi. This would not have happened had his company not arranged membership of an international medical emergency scheme as part of his contract.)

For a factsheet on emergency evacuation companies, send a large size to Special Reports (Health), The Times, 200 Gray's Inn Road, London WC1X 8EZ. Further information is available from The Corporate Executive, 9 Orme Court, London W2.

## MARKETPLACE

The volume of recruitment advertising in the major national newspapers last month was almost 38 per cent up on January 1984. However, the increase shown by the quality newspapers was almost 46 per cent against 22 per cent by the popular dailies and just over 20 per cent by London's *The Standard*. Growth in *The Times* was a huge 200 per cent.

It is difficult to assess how this has been affected by the changing pattern of lengthening Christmas holidays and to what extent advertisements have been carried forward from December. In December job advertising growth in the main national newspapers was less than 2 per cent, and this would suggest that much recruitment activity was deferred until after the holiday. Even so, the average growth for December and January, taken together, was more than 24 per cent up on the corresponding months a year before.

*Executive Post*, the free job newspaper sent to 134,000 professional and executive job-seekers every week, carried 2,370 vacancies in January. This was more than 32 per cent up on last year.

The number of vacancies flowing into job centres was up by almost 7 per cent on January 1984. However,

calculated on a seasonally adjusted basis, the flow was down on the five-year peak of 214,000 reached in December.

Recruiters are still having extreme difficulty in filling high technology vacancies. A new step to bring employers and job-seekers together will be three Technology '85 exhibitions to be held within the Job '85 exhibitions in Birmingham's NEC from April 25 to 27 and in the Wembley Conference Centre from May 8 to 11 and from November 28 to 30.

As about three-quarters of vacancies carrying salaries of more than £18,000 a year are estimated to go through search consultants, the new edition of *The Executive Grapevine* will be helpful to those wishing to place their cv with appropriate consultants.

It is the most comprehensive and up-to-date directory of executive recruitment consultants and provides detailed profiles of 260 leading British and European companies and the names and addresses of 500 more in 11 countries.

Another recent reference book which may be helpful to those wanting to make speculative applications to employers is *The Personnel Manager's*

*Yearbook 1985*, which gives brief details of most employers in Britain and includes the name of the head of personnel.

Many people continue to seek opportunities abroad, although the number of overseas vacancies advertised in the British press has more than halved in the past five years. A new research study by Overseas Recruitment Services, part of the ORS Group, indicates that the main motivations for seeking work overseas are higher salaries (70 per cent of respondents), Britain's tax system (28 per cent), and lack of suitable work at home (20 per cent).

Short-term trends in Britain's recruitment market are currently uncertain. The pattern of economic cycles in the past 40 years suggests that the market is due to level off and then start to shrink later this year.

A major factor in the short term will be the level of confidence among employers and employees.

Much depends on the Budget, the ending of the miners' strike and the strength of sterling.

*Executive Grapevine* (4th edition) available from 79 Manor Way, London SE3 9XG, at £38 hardback and £23 softback.

Philip Schofield

## General Appointments

CJA

RECRUITMENT CONSULTANTS

35 New Broad Street, London EC2M 1NH  
Tel: 01-588 3588 or 01-588 3576  
Telex No. 887374

A challenging and expanding role with excellent career prospects in Personnel, Compensation or Administration

CJA

## PERSONNEL AND TRAINING OFFICER

LONDON

£13,000 - £15,000 + mortgage

MAJOR INTERNATIONAL BANK - ASSETS IN EXCESS OF US\$50 BILLION

This is a new position and applications are invited from Personnel professionals (ideally graduates/IPM qualified), aged 26-32, with at least 2 years' line personnel experience, preferably in the financial services sector. Initially the emphasis will be on the administration, organisation and presentation of training and development programmes, but also important will be human resource planning, the analysis/monitoring of training needs and facilities, and giving guidance in this area to the Bank's operations in Europe, the Middle East and Africa, liaising with external consultants, where necessary. The successful candidate, reporting to and working closely with the Personnel Manager, will take on increasing responsibility for junior management recruitment, career counselling, liaison with line managers etc. A creative, confident approach with first-class analytical and communication skills are considered essential. Initial salary negotiable £13,000 - £15,000 + mortgage facility, non-contributory pension, free life assurance, subsidised BUPA. Applications in strict confidence, under reference PTO4318/T7, to the Managing Director.

CAMPBELL-JONSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH  
TELEPHONE: 01-588 2528 or 01-588 3576. TELEX: 847374. FAX: 01-538 9216

\* Please only contact us if you are applying for the above position.

## Young, bright high flyers in personnel management c.£15,000

Over recent months, we have completed a large number of assignments in blue chip companies. A particular requirement has been for high-potential graduates, aged 25-30, looking to make their first or second career moves.

Currently we have about twenty vacancies for such individuals in well known organisations offering good career progression prospects.

If you fit the personal specification and can point to a record of achievement in progressive business-related personnel function, we need to talk to you now.



Please contact Peter Jones or Mark Turner, quoting reference IR1487.

**COURTENAY PERSONNEL LTD.**

Management Selection and Personnel Consultants.

11 Maddox Street, London W1R 9LE.

Tel: 01-491 4014.

## MARKETING DEPT

A major firm of international consulting engineers have the following vacancies in their Marketing Department:

## GRADUATE

required to head department. Major will be responsible for marketing and promotional functions including preparation of submission documents and company registration, also controlling of information systems on prospective work and other data.

Prior direct experience not essential but previous experience of administration, an interest in current affairs, enthusiasm and an ability to work with high calibre professional engineering staff would be advantageous. (Ref 285)

## AN ASSISTANT

is required to work on the preparation of promotional material in the form of company brochures, advertisements and registration documents. Major will also provide assistance on other aspects of departmental operations. Previous experience of technical copywriting and involvement in production of printed material would be an advantage. (Ref 287)

Candidates for either post should apply in writing enclosing a CV and stating the appropriate reference number to the Recruitment Department, Major & Anderson, 20/21 Midway Road, Croydon, Surrey, CR9 2SL.

## TRAINEE BROKER

Due to expansion I am looking for three very ambitious people. They must be about 23-35 and will work within a leading west and brokerage. Earning above average income whilst training rising steeply.

Tel: 01-829 8514

## INTERIOR DECORATOR

Reply required Interior Decorating Company needs fully experienced decorator in terms of home of decorating clients, to include administration, estimate, design, client contact with the client. Good salary, plenty of scope, excellent career opportunity.

Please reply to Mrs Evans, 13 Markham Street, SM3, with full CV.

This little piggy went to market  
This little piggy stayed at home

This little piggy played ...

Mark Heron  
on 01-391 2278

for a graduate career opportunity.

**Disc Jockey**  
required by prestigious  
new nightclub in Cairo.

International experience essential.  
Male or female.

Telephone: 01-376 5589

# GRADUATE SCIENTISTS AND ENGINEERS

are required by  
**THORN EMI**

## CENTRAL RESEARCH LABORATORIES

THORN EMI, the largest consumer electrical company in the U.K. is expanding its Central Research Laboratories to meet the demand for tomorrow's products. We are seeking Graduate Scientists and Engineers to work in our New Laboratory Complex which houses one of the world's most innovative research establishments and is situated in the high technology centre of Southeast England.

### RESEARCH POSITIONS EXIST IN INFORMATION PROCESSING, STORAGE AND DISPLAY

### CIRCUITS AND DEVICES - NEW MATERIALS

Very attractive salaries and conditions of employment with excellent prospects for career development are offered to those who can make a significant contribution to the research in these, or any other disciplines. For further details please contact our Personnel Manager, Harry Hogg quoting ref T/101.



**THORN EMI**  
Central Research  
Laboratories

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## Systems Sales

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### OTE to £30,000

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HUMAN RESOURCES

Our Clients are a well resourced Systems House delivering solutions into a number of defined markets. Running on branded supermicro and main products, software is offered on a 'packaged' basis or as fully supported bespoke developments.

They wish to expand their operations through the appointment of additional Sales Executives in the South and South East.

We would like to discuss these opportunities with young, assertive individuals who can demonstrate a track record of sales achievement in a relevant systems market.

The remuneration packages offered to successful applicants will include a salary of up to £16,000 and commission guarantees.

For full details contact Rick Allison or Paul Henry, Recruitment Consultants, on 01-387 4549 (daily until 8 p.m.)

Alternatively, send your CV to: Greenfield Human Resources Ltd., 40 Triton Square, London, NW1 3HG.

## MARKETING RESEARCH MANAGER (FINANCIAL SECTOR)

CIRCA 15½K

SOUTH COAST

The Fizzell Group is one of the country's largest insurance broking and finance groups with offices throughout the UK and growing international interests. Its development over more than half a century has been founded on a close identification with consumer demand and the provision of a quality client service. Increased consumer awareness of insurance and financial services and the opportunities brought about by technological advances in communications offers an exciting future for the industry.

We now wish to appoint a manager who can combine vision with the disciplines of market research to provide an effective input to the formulation of the Group's product development and marketing strategy. The market research unit, which is based at Poole, will concentrate on the research and development of markets, products and services for the financial services sector. In addition it will maintain up to date information on competitors and marketing methods.

Applicants for the post should have a degree in a numerical science, be aged 28 - 35 and have at

least 3 years' marketing research experience. Ideally in the financial services sector. Good practical statistics expertise is a requirement and additional knowledge of information systems and sales management would be advantageous. Well developed written and oral communications skills are essential.

The Company offers excellent terms of employment, including comprehensive relocation assistance, free private medical cover, health insurance and preferential pension and retirement arrangements.

**FRIZZELL**

Please write in the first instance enclosing a comprehensive CV to: S M Woodgate Personnel Manager, Norman Fizzell Motor & General, Fizzell House, County Gates, POOLE. BH13 6BH.

### I ANSWERED THIS AD 7 YEARS AGO

My first full year in this business was at the age of 42 after a successful career in another industry. Having never sold before, I had the same reservations that you probably have now, but boredom and a lack of purpose in life made me enquire further. My income has since risen by 600% and I enjoy genuine job satisfaction by providing a really worthwhile service. I have no redundancy fears, am paid exactly what I'm worth and have all the advantages of running my own business without any of the problems. The same opportunity is available to you now and I urge you to phone one of my colleagues to enquire further.

KEITH PUNT 01-434 1165

**CHRISTIAN AID** seeks Project Officer for Middle East and Horn of Africa. Preference for men or women who have worked in one or both regions. Administrative ability and sympathy with Christian Aid's aims essential. Though London-based, the Project Officer will travel 2-3 times a year to region. Salary £10,500pa.

Application form and job description from Head of Aid, Christian Aid, PO Box No 1, London SW9 8BH. Closing date 22 March.



# General Appointments

## Information Technology Specialists

£20-40,000

OFFICE AUTOMATION • MINI AND MICRO COMPUTERS • MAINFRAME • CAD/CAM • COMMUNICATIONS • FAX • NETWORKING

We have a small number of highly prestigious clients who have briefed us to find the best Information Technology professionals in the country.

Our clients are the top handful of Blue Chip consultancies, manufacturers, software houses and users with whom we have been dealing regularly over a period of several years, and whom we know to be able to offer career advantages significantly above the rest.

Our objective is to find the best careers for the best people and maintain our own reputation as a leading Search and Selection Consultancy within the I.T. industry.

If you would like an informal discussion without commitment, please telephone BOB MILLAR, DAVID DRAKE or DAVID ABBOTT on 02403 28866 or send a brief c.v. to us at the address below.



MKA Search International Ltd  
(A Dupont Computing Company)  
Turret House  
The Avenue  
Amersham  
Bucks HP7 0AB

## SALES MANAGER

CITY BASED SUBSTANTIAL BASIC SALARY



**COMTREND** a division of the ADP Group (the world's largest independent computing services company), specialises in the provision of real-time electronic price information services for dealers in the financial futures, commodity and metal markets.

The company is now seeking a Sales Manager to lead a small dynamic sales/support team. It is likely that the successful candidate will have both a proven sales ability and some direct city experience.

The position reports directly to the V.P. Marketing in the U.S. but will liaise closely with both the European Sales Manager in Zurich and the Financial Controller and Director of Technical Services in London.

The high basic salary is enhanced with a bonus scheme paid monthly on above target sales O.T.E. £35,000 to £50,000 per annum, a company car, pension scheme and BUPA are provided.

Please reply in the strictest of confidence with C.V. to: Ian Windley, ADP Comtrend Limited.

PLANTATION HOUSE, 31/35 FENCHURCH STREET, LONDON EC3M 3EP

## Opportunities for Experienced Explorers

MURPHY EASTERN OIL COMPANY has positions open for two senior people to join its exploration team at its London headquarters. These are interesting and challenging positions and we are looking for very capable and highly motivated people to fill them:

### SENIOR GEOLOGIST SENIOR GEOPHYSICIST

You will have wide practical experience in petroleum geology/petroleum geophysics, and be capable of representing the company at meetings with other companies and with various governments. You will be involved in all aspects of international oil exploration and some foreign travel will be required.

Applicants should have 5-10 years experience and a good degree in Geology, Geophysics, Mathematics or Physics.

Murphy Eastern Oil Company is a subsidiary of Murphy Oil Corporation, a U.S. international oil company with exploration activities in the United Kingdom, Europe, the Middle East, Africa and the Far East.

An attractive salary and generous benefits plus relocation expenses, if necessary, will be paid to the right candidates.

Please send your resume with full details of qualifications and professional experience to:

Personnel Manager, Murphy Eastern Oil Company, Winston House, Dollis Park, Finchley, London N3 1HZ.

All applications will be treated in strict confidence.

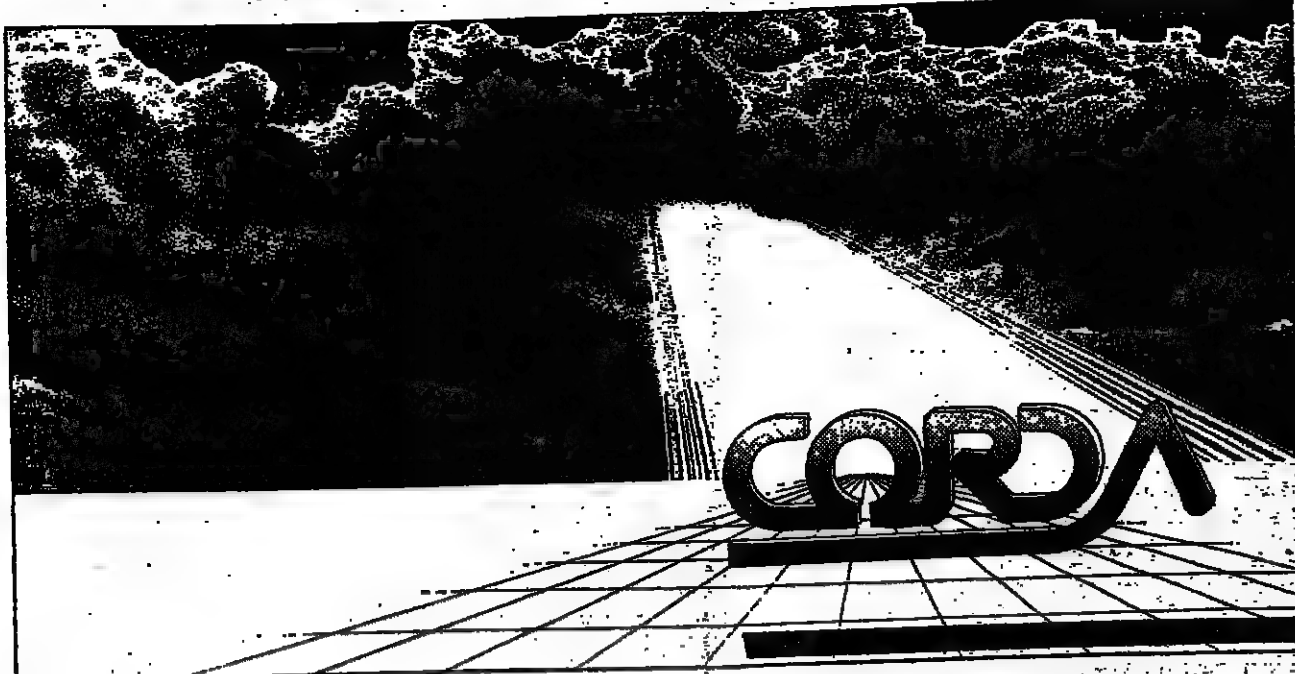
**MURPHY**  
EASTERN OIL COMPANY

## VACANT POST OF HYDROLOGIST

in the Government Service of  
the Republic of  
Trinidad and Tobago

- Applications are invited from suitably qualified persons for appointment to a vacant post of Hydrologist in the Project Implementation Unit of the Ministry of Agriculture, Lands and Food Production.
- Particulars relating to the post are as follows:-  
**Salary Range**  
\$4,018-\$4,881 per month (1983) (Trinidad and Tobago dollars)  
**Minimum Experience and Training**  
Considerable experience in the practice of engineering and training as evidenced by the possession of a recognised Degree in Civil or Hydraulic Engineering supplemented by a post graduate diploma in Hydraulic Engineering, or any equivalent combination of experience and training.
- Application forms and further particulars relating to the post and the terms and conditions of employment can be obtained from the Trinidad and Tobago High Commission, 42 Belgrave Square, London SW1 (Tel: 01-245 9351) to whom all applications should be submitted not later than 21 March, 1985.

## Senior Defence Consultants - Scientific Programmers Software Package Sales Manager



# Let there be light

CORDA was formed last year to provide a focus for CAP Scientists' Operational Analysis business. The Centre for Operational Research and Defence Analysis is dedicated to the application of operational research and defence analysis skills to defence, civil government, commerce and industry. We also market an exceptional range of mathematical programming software packages including LAMPS, MAGICLAMP, LANTERN and Pritsker and Associates' simulation package SLAM.

Employing over 60 staff on 25 projects, CORDA is already one of the UK's largest OR and OA establishments. We need more of the brightest intellects in OR defence analysis and scientific computing to join us - and in particular:

### SENIOR DEFENCE CONSULTANTS

A creative practical approach is vital to our work. If you are eager to develop your career in Operational Analysis but are starved of opportunity and are in danger of being diverted into systems design, this is your opportunity to grow quickly along a technical or managerial route in a more enlightened environment. In your late 20s to mid-30s you must have at least 5 years' experience, most of it in defence applications, and must demonstrate an innovative but sound and mature approach to solving questions and formulating strategies for solutions.

### SCIENTIFIC PROGRAMMERS

Your current job description may not be that of Operational Researcher or Defence Analyst, but probably you are becoming

increasingly interested in assessing system options. What you must have is 1-3 years' experience in a scientific programming environment doing software development for a defence contractor, software house or similar.

### SOFTWARE PACKAGE SALES MANAGER

Taking over our software product range you will market special application variants plus appropriate support contracts in the UK and Europe. Presenting to high level decision makers, you will require at least 5 years' experience of selling state-of-the-art mathematical programming or simulation packages, or a successful record of Software Product or Service Sales. You must be capable of planning, organising and successfully executing a product sales campaign. Excellent communication skills and a high degree of credibility and presentation will be essential.

Our emphasis on quality, performance and intellectual freedom creates a stimulating career environment. We must recruit only high calibre professionals. Applicants will normally be graduates of a reputable science. Our salaries and benefits are set by our belief in recognition and reward for ability and effort.

CORDA can measurably brighten your career. For further enlightenment and an application form, please write to: Dr Peter Wilson, CAP Scientific, 20-26 Lamba Conduit Street, London WC1N 3LF or telephone 01-881-9144.

## 'Arthurian' Somerset

THORN EMI - Datatech is part of the Information Technology Division of the Engineering Group of Thorn EMI plc, an international company operating in 32 countries and having an annual sales revenue in excess of £2.5 Billion.

From our West Country base, a completely refurbished old Mill in the village of Wookey Hole, we design a wide range of technically advanced interactive data storage/retrieval systems (often to very specific customer requirements).

'Streamers', the largest range of 1/4 inch streaming tape drives available anywhere, is one of our latest branchlets and is already proving to be a world leader. To meet corporate expansion plans we need to recruit a number of additional engineers:

### Senior Firmware/Hardware Micro Processor Engineers.

We're seeking two. Both of graduate status and therefore over the age of 25. Experience of digital electronics design, backed by a sound appreciation of analogue design, is essential, as is the capability of microprocessor programming in high level and assembly languages. An understanding, and knowledge of, 16 and/or 32 bit processors and of bit slice technology will be of considerable advantage. Applicants should be capable of designing and fault finding of microprocessor hardware, logic circuits and computer interfaces.

### Firmware/Hardware Micro Processor Engineers.

To join the above team applicants should be over 20 years of age and with sufficient engineering skills and knowledge to enable them to play an active and increasing role in the further development of this division.

### Senior Analogue Design Engineers.

We seek ideal candidates as being over 25 years of age and with a minimum of three years experience of analogue design work behind them and now looking to commit themselves totally to challenges posed by new and exciting product development work.

Always interesting, often fascinating, work in superb rural, but not isolated, surroundings. Excellent conditions of employment - with salaries to match - plus generous financial help towards relocating are all a part of the overall package we have put together to attract the right men, and women, for these posts.

For an informal, but confidential, interview and the chance to look us over, talk to our engineering professionals and to see part of Wookey countryside at its best, please write or telephone requesting an application form from: Chris Jennings, Technical Recruitment, THORN EMI Datatech, The Mill, Wookey Hole, Nr. Wells, Somerset, Telephone (0749) 75454.

**THORN EMI Datatech**

## Partnership Secretary/Administrator

Expanding firm of commercially biased Solicitors with a total of 50 people in its Central London Office wishes to appoint a Partnership Secretary/Administrator.

The purpose of the appointment is to take over various administrative functions currently performed by the firms partners to enable those partners to spend a greater amount of their time on clients' affairs.

The successful applicant should be aged not less than 35, have previous administrative experience and familiarity with modern office equipment and be capable of putting into effect the decisions reached by the partnership with the minimum of supervision.

The salary is negotiable but will not be less than the going market rate for appointments of this type in Central London.

Write in confidence to: The Senior Partner, Woodham Smith, 12 Great James Street, London, WC1N 3DR.

## FURNISHING CONTRACT MANAGER

required for small, but expanding interior decorating company specialising in up-market contracts. Experienced in all aspects of contract administration, to include estimating, ordering and progress chasing through to site installation. This is a newly created appointment, with great scope for initiative. Please reply to:-  
Mrs Evans,  
13 Markham Street, SW3  
with full CV

Prestigious day care clinic treating alcohol dependent people requires:-

**Experienced State  
Registered Nurse**  
Regular hours, Monday - Friday.  
Phone 01-825 8705/8713,  
between 9 am - 5 pm.

## GENERAL MANAGER EUROPEAN OPERATIONS

Unique opportunity for an ambitious thoroughly experienced individual based in UK to join major US home computer software manufacturer General Manager for European Operations, will report directly to the VP of marketing and sales at corporate offices.

Will have responsibility for sales management, co-ordinator of total marketing support services, and development and for production of all software products. This challenging position will require knowledge of all facets of the Distribution Channels and of the whole computer software industry.

Excellent compensation and benefits package for an aggressive self-motivated professional who can make a significant contribution to our success.

Please send CV with salary requirements ASAP to PO Box No. 1115.

مكتبة الأصيل



# General Appointments

## John Brown Engineers & Constructors leading contractors in Petro-Chem and Fine Chemicals

Our projected increased workload demands the recruitment for a limited number of permanent vacancies at our Portsmouth and Teesside Offices, in the following disciplines:

### Engineers Heat Transfer

Thermal and mechanical design of shell and tube heat exchangers, air coolers and direct fired boilers and process heaters. Also familiarity with proprietary equipment and packaged plant associated with heat transfer in chemical and process plants.

### Instrumentation

Design, specification and selection of instrumentation for process plant control including hazardous area application with associated experience in centralised computer control systems.

### Mechanical Equipment

Seniors and also younger engineers with 2/3 years experience in a contracting or related manufacturing organisation. A broad engineering background with a strong interest in its commercial aspects is desirable.

### Pressure Vessels

At least 3 years experience in contracting or vessel manufacturing industries.

### Process

Seniors with at least 10 years experience and others with at least 5 years experience in process design of Petro-Chem/Fine Chemicals Plant.

### Senior Project Control/ Planning

Detailed planning, cost and material control for major projects involving engineering, procurement and construction. Preference will be given to applicants with experience in the use of micro computers.

### Qualifications

Engineering Appointments — Chartered Engineers or Graduates. Other Appointments — HND/HNC or OND/OND.

Both male and female applicants will be considered for these appointments. If you are confident of your ability to offer the necessary expertise that will enable you to make a positive contribution to our international reputation, then please send your CV or write giving full details of your career to:

David Bennett, Personnel Manager, John Brown Engineers & Constructors Ltd., 1 Buckingham Street, PORTSMOUTH, Hants. PO1 1HN. Tel: Portsmouth (0705) 822300.

### Engineers/ Designers Civil

Practical approach to design of structures, foundations and services, ability to draw, knowledge of standards and codes, experience in industrial projects an advantage.

### Designers/ Draughtsmen

### Piping & Plant Layout

Preferably with experience in computer aided design techniques.

### Instrumentation/Electrical

Design and production of drawings for power distribution, cabling and lighting layouts; motor control circuits; field wiring; instrumentation control loops, and connection diagrams. Experience in CAD techniques preferred.

### Senior Estimator

Working independently, or as a Team Leader, to prepare estimates for international projects involving engineering, procurement and construction. Preference will be given to applicants with experience in computerised estimating methods.

### Senior Buyer

To negotiate complete orders and prepare contract conditions. Preference will be given to applicants possessing engineering qualifications.

### Engineering & Construction

## JOHN BROWN

## Director General Nairobi



African Medical and Research Foundation (AMREF) is a charitable organisation providing a range of medical services in the areas of primary health care, training, medical research and clinical services, health behaviour and health education in the Eastern Africa region. It has an excellent reputation worldwide, and has about 300 staff with an annual budget of KSh 5 million. AMREF has national offices in Canada, Denmark, France, Germany, the Netherlands, Sweden, the United Kingdom and the United States of America. It is a dynamic, well-managed organisation and has good relations with its donors.

AMREF is seeking a Director General to build on the success it has achieved to date. The Director General is based in Nairobi and has full responsibility for the overall direction of AMREF, liaising with Government Ministries, securing the support of aid agencies and donors, and leading a highly motivated staff of many nationalities. This challenging position calls for a dynamic individual, preferably a doctor or a medical expert, with a background of research or health administration in a developing country. The successful candidate will have a proven record of raising funds at all levels in several countries, and in managing a not-for-profit organisation.

The remuneration package is tax-free and will permit a comfortable standard of living, and although the successful candidate may be able to earn more money in a different post the satisfaction to be derived from this position, together with the remuneration package, will be more than adequate compensation.

Applications will be treated in strict confidence, and should include full details of education, qualifications, career to date, salary progression and a daytime telephone number.

Please send your application before March 15th to AMREF, 68 Upper Richmond Road, London SW15 2RP quoting ref. 1431/T on the envelope. All applications will be forwarded unopened for selection by Deloitte Haskins & Sells, Management Consultants Limited, our consultants at the address below.

## Deloitte Haskins + Sells

Management Consultants Limited,  
PO Box 40092, Nairobi, Kenya

Imperial Chemical Industries PLC  
Agricultural Division: Billingham: Cleveland  
Manpower Planning & Development Group

## Career Development Consultant

ICI Agricultural Division requires a Career Development Consultant to work within the Career Development Section of the Division's Manpower Planning & Development Group.

The Division has a strong history of organisational development and employee participation, where every effort is made to develop the full potential of individual employees, specifically their human relations and leadership capabilities.

The successful candidate will be at least 28 years of age and will have gained experience in an appropriate organisation. He/She will become a member of a multi-disciplinary team who are responsible for creating and developing processes, methods and systems, which will facilitate the development of the Division's human resources, to the mutual benefit of the individual and the business.

Ideally, the candidate will have a degree in Occupational Psychology, experience in psychometric and other forms of testing; a proven record in the business of using diagnostic, problem solving and influencing skills in effecting change; and some experience in the field of training and development.

Remuneration will be commensurate with qualifications and experience. The Company operates house purchase, profit sharing and contributory pension schemes and offers financial assistance towards removal expenses.

Applications giving details of age, qualifications and experience should be sent as soon as possible to:-

Mr MAJW Pegg, Personnel Department, Imperial Chemical Industries PLC,  
Agricultural Division, PO Box No 1, Billingham, Cleveland. TS23 1LB.



## Enterprise Oil

## Chief Geologist

Enterprise Oil is now firmly established in the private sector as a major new British oil company with significant interests in five producing fields and with a number of other developments under review.

Enterprise has already become a significant contributor within the consortia developing these existing fields and is rapidly extending its exploration activities in the North Sea, onshore UK and Western Europe.

Since its inception early last year it has built up a highly skilled and experienced exploration team, has been an active participant in the current UK offshore 9th round and will be bidding aggressively in the forthcoming onshore licensing round. Two operatorships have already been secured and others are under negotiation.

You will provide expert geological input and guidance of a high standard to the six exploration teams and their regional managers and will also advise the exploration director on all geological matters. Unfettered by line management involvement, your responsibilities will be

wide ranging and you will enjoy considerable freedom to select your own work programme and to define your own objectives.

You will maintain a constant overview of the company's current and anticipated activities and will occupy a particularly visible role within the organisation. Your worldwide experience will have been gained over at least 20 years in the industry, some of which will be North Sea related. You will be up to date with the latest technical developments and will have experience of both classic and carbonate provinces. A background with a major oil company including a period in a geological research laboratory is advantageous.

An attractive, competitive remuneration package including a company car, share option scheme and other benefits will be offered. Please ring or write, in complete confidence, to John Diack of Cripps, Sears & Associates Limited, Personnel Management Consultants, 88-89 High Holborn, London WC1V 6LH. Tel: 01-404 5701.

## Cripps, Sears

## Nigeria

### PRODUCTION ENGINEER - FIRE-FIGHTING EQUIPMENT

Applicants are invited for the position of Production Engineer to organise and control a new manufacturing facility for fire-fighting equipment. Applicants must have proven experience in a similar position manufacturing/assemblying mechanical items on a small batch production basis, and be conversant with all aspects of production machinery, planning and quality control. Candidates should be able to work on own initiative and be flexible.

### TECHNICAL SALES MANAGER - FIRE-FIGHTING EQUIPMENT

Applicants are invited for the position of Technical Sales Manager for the sale of Fire-Fighting Equipment on a national basis. Candidates must have proven experience in a similar position related to the petro-chemical, military, aviation, civil and industrial markets. A working knowledge of Halon and Foam systems would be an advantage. Duties would include assistance in establishing/managing a national sales network, presentations, reports, surveys, selection and training of sales staff and marketing a full range of portable extinguishers manufactured in Nigeria. Possible advancement to higher management for right person. Please send your application with passport photo to the Personnel Manager, PO Box 9384, Lagos, Nigeria.

### THE AMERICAN MUSEUM IN BRITAIN Claverton Manor, Bath, BA2 7BD requires a

### TEMPORARY ASSISTANT

with journalistic and/or advertising experience and secretarial skills to work from own London home on a fund-raising campaign.

Details of this full-time post are available from Miss Sheila Little at the above address (telephone Bath 60503).

## INTERNATIONAL SYSTEM SALES ANALYST GRAPHIC SYSTEMS

Join us in Guernsey and we'll broaden your horizons!

c.£17,000 negotiable

Attractive tax benefits

Tektronix addresses its Graphic Systems market in its Middle East, Gulf and African territories through a network of distributors. We are seeking a high calibre individual to support our marketing activities in these areas from our base here in Guernsey.

The position requires an energetic individual who is keen, technically competent and motivated to:

- \* Assist in the identification and development of major accounts
- \* Support our distributors by providing guidance and technical expertise with integration problems in an application environment
- \* Provide after sales service by resolving installation, graphic software and configuration problems.

It's likely that you'll hold a BSc in computer sciences or some equivalent and have at least two years' related experience with an established software house, OEM or computer manufacturer. You'll be required to demonstrate a comprehensive understanding of a variety of operating

systems and protocols. Some system sales experience will be a distinct advantage.

The appointment offers considerable opportunity for travel and for personal development within a company acknowledged for its leading position in the field of Computer Graphics.

Why not telephone David Leaf, Personnel Manager on 0481 37701 who will give you more details of:

- the job
- the highly attractive salary of c.£17,000 negotiable
- the benefits package and
- the Guernsey environment.

If you prefer write with full C.V. to him at:

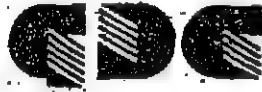
Tektronix Limited,  
P.O. Box 36  
Guernsey,  
Channel Islands.

## Tektronix

The Gabriel Duffy Group offers recruitment selection and search services for clients in the Profession, Industry and Commerce. Candidates at all levels in the Accountancy, Taxation and Finance fields are invited to contact one of our Consultants to discuss career opportunities. Gabriel Duffy Consultancy, 17 St Swinburn's Lane, Cannon Street, LONDON EC4A 3AL.

Tel: (01) 623 3195  
- 623 4295  
- 623 4395

24-hour answering service  
Open 9.00-7.00 Monday-Friday  
Evenings/Weekends only:  
Tel: (01) 632 8229  
- 802 3805  
- 992 8035



Gabriel Duffy Consultancy

**SENIOR FINANCIAL MANAGER**  
c £27,000 package  
A major Arts/Entertainment group seeks an accountant who is sympathetic to the Arts for a senior financial control role with overall management involvement. The post requires excellent technical and leadership skills, and may lead to a Board appointment for the successful candidate. The post is Central London-based, with some UK travel.

**COMPUTER AUDITORS**  
c £18,000  
We are assisting a leading multinational group with the recruitment of two CAs for systems review and development. One post will involve international travel, the other will be head-office based in London. Contact Don Leslie on 01-6233185.

**PERSONAL TAX MANAGER**  
c £17,000  
Due to recent expansion, our client, a medium-sized West End practice requires an additional Qualified Accountant with experience in all areas of Personal Tax. Working on a varied portfolio, you will be assisting in the implementation of a computerised system. The position calls for someone ambitious, ideally aged 25-33 preferably with a large firm background.

**GROUP TAX MANAGER**  
c £27,500 + car  
This Central London Top 20 practice is in the forefront of modern technology and innovative ideas. Our client is offering a direct step to partnership to Qualified Accountants technically competent in all areas of Taxation. Contact Nina Finbow on 01-623 4288.

**TAX PARTNER, DESIGNATE**  
c £28,000  
An excellent opportunity for an ACA/ACA ATII to move to partnership after an initial testing in period, with a progressive five-partner practice in Chichester. The firm is ideally seeking a committed tax specialist aged 30-40, with excellent all-round knowledge and some small practice experience to take full responsibility for a thriving department.

**PARTNER-DESIGNATE**  
c £18,000++  
Our client, an expanding West End based firm with an excellent reputation and client list seeks a young ACA/ACA to be groomed for partnership in the short term. All aspects of general practice. Contact Michael Bennett on 01-623 4386.

## NEW YORK CITY - 1985 IBM ANALYST/PROGRAMMERS TO \$55,000 p.a.

IBM MVS COBOL CICS IDMS (ADS-ONLINE)

Our client, one of the most prestigious and successful stock-broking and financial companies in the world, has a need for some twenty Analyst/Programmers to assist them in their 1985 development programs.

Successful candidates will work in their luxury office accommodation in lower Manhattan, initially on a 12 month assignment.

Skills will ideally include a strong IBM background, but some opportunities will exist for candidates with strong IDMS knowledge in an ICL environment. Good analysis, design and programming experience is essential, preferably in a financial or brokerage environment.

Our client will conduct interviews in London during late March, with start dates up to June 1985.

Successful candidates will receive a full family relocation package and all necessary assistance and advice on moving to the United States.

For more information on these exclusive opportunities, please call Mary Coleman NOW or send your detailed resume to us at Computer People International, 68 St. Martin's Lane, London WC2. Tel: 01-836 8411

WE LOOK FORWARD TO HEARING FROM YOU.

\* Opportunities will also exist for experienced IDMS DBAs and MVS/CICS Systems Programmers.

**VI Computer  
People International**

The Market Leaders.

THORN EMI FERGUSON Limited, manufacturers of the famous FERGUSON TX range of television, video and associated products have a vacancy for a

## PROJECT MANAGER

We are a major company in the consumer electronics field, with a requirement for a Project Manager in the Manufacturing Division.

This Senior position includes assessing the technical viability of introducing new products, implementing production programmes, diversifying production and developing initiatives to resolve technical and manufacturing problems.

Sourcing of capital plant and equipment will be additional responsibilities. Candidates should have a minimum of five years' experience at a Senior level in Production Engineering preferably in the Electronic Engineering Industry.

Qualification should be to HND/Degree level

Applicants should apply with full CV to:

John Greener, Senior Personnel Officer,

THORN EMI FERGUSON Limited,  
Great Cambridge Road, Enfield, Middlesex EN1 1UL.

## FERGUSON

Technology you can trust



# General Appointments

## CMG

MIDDLESEX  
CROYDON  
C. LONDON

PROGRAMMERS, ANALYST/PROGRAMMERS, CONSULTANTS  
£13-20k

SKILLS IN DEMAND • IBM •  
ICL • HP3000 • COBOL  
RPG41 • MANUFACTURING,  
BANKING & COMMERCIAL  
ENVIRONMENTS...

Most successful independent  
Computer Services Company in  
Europe • Record profits in 1984  
Exceptional growth planned

"CMG's SUCCESS IS DIRECTLY LINKED TO THE PEOPLE WHO WORK IN THE COMPANY"

Please send CV or telephone: Alan Pearson  
(01-838 5791), Ramon House, Wood Street,  
London WC2E 9AA, or alternatively



Contact our Advertising Consultant,  
Anthony Barry (01-838 8444)  
30-32 Southampton Street, Covent Garden,  
London WC2E 7HE.

## HIGH FLYERS IN DISTRIBUTION

If you've got it up top,  
look at the bottom

The bottom right hand corner of this advertisement, to be precise. For our logo should tell you a lot about who we are looking for and why.

But some facts in brief. We're a leading firm of Management Consultants, operating internationally as well as throughout the UK. Our Distribution Group is growing fast and contributes significantly to our overall success.

What we're offering is the chance to broaden your experience and develop your talents in a highly professional environment where intellectual demands are substantial and analytical skills vital.

That's why our selection criteria are rigorous. You'll need to be a graduate aged 26-35 with an excellent track record, working at the forefront of developments in distribution. Perhaps in line management, warehouse design, operations planning, or materials handling. Personal skills must also impress.

In short, we're looking for some of the best distribution brains around. And we'll pay accordingly. In the range £15-28,000, in fact, with benefits which may include a car.

So, if you want to be at the centre of things, here's what to do. Send full personal and career details (including daytime telephone number) to Geoffrey Thiel, quoting reference 1430/T on both envelope and letter. Please state your preferred location - London, Birmingham or Manchester.

**Deloitte  
Haskins + Sells**  
Management Consultants

128 Queen Victoria Street, London EC4P 4JX

Newbury Data Recording Ltd is an important part of the DRI Group - Europe's largest independent computer peripherals manufacturer. Our growth rate to date is impressive - in the last three years turnover has nearly trebled to well over £70m. The Group's set for even greater development and intends to go public this year. It is against this background that we are seeking to appoint the following:

### PLANNING AND BUDGETS ACCOUNTANT

£ Negotiable

We are seeking a qualified Accountant to develop a co-ordinated planning process and prepare detailed budgets and forecasts. Candidates will need to demonstrate solid experience in corporate planning within a marketing/manufacturing environment, backed by well developed analytical skills. Experience of the use of microcomputers in financial modelling is essential. The salary will reflect the importance of this position and it is thought that candidates currently earning less than £12,500 will not have the depth of experience required for the post.

### EQUIPMENT SALES EXECUTIVES

OTE £25K + CAR

We are seeking two highly motivated Sales Executives to sell our VDU. Printer and communications equipment to end users. Candidates must be able to demonstrate a proven sales track record in a high-tech environment.

There are two territories involved: South East and South West England.

### VDU ANALOGUE DESIGN

c. £15K

To join a team pioneering the development of VDU's and intelligent terminals. Candidates must demonstrate strong innovative flair and solid experience in the design of VDU's or TV drive circuits and PSU's.

### PRODUCT SUPPORT ENGINEER

INTERNATIONAL SUPPORT to £15K + CAR

To provide technical support in pre- and post-sales situations. Problem solving together with alpha and beta testing of new products require a minimum of 2 years experience of IBM Assembler or Z80 programming. Knowledge of BSC/SNA communications protocols would be an advantage.

### PROJECT LEADER

c. £15K

To join our team developing low cost communications products and VDU's using Unix and C. We are seeking a Project Leader to assume full responsibility for resource management and technical leadership from project definition to volume production. Applicants should have design experience with one or more of IBM/CLP/225 communications systems and at least 4 years post-graduate experience.

For all positions we offer highly competitive salaries, related to experience and competence, an environment receptive to new ideas and the opportunity for personal growth and management development. In addition there are all the usual large company benefits and relocation assistance where appropriate.

For more information please contact Ian Muir or Jean Atkinson, Personnel Department, Newbury Data Recording Ltd., Hawthorne Road, Staines, Middlesex. Tel: Staines (0784) 51388.

**Newbury Data**  
A member of the DRI Group.

#### GRADUATE/ TRAINEE

Ambitious, well educated, self starter, required to join rapidly expanding Consultancy. Min. 1 yr. Sales/Commercial exp. Phone: MARK ZUNDEL at ZUNDEL LITTLE on 01-238 7333

### TOP JOBS DOWN UNDER



### TWO OPPORTUNITIES IN SYDNEY

Our Client is Australia's leading manufacturer of professional grade printed circuit boards, operating plants in Sydney and Melbourne. The Company is a wholly-owned subsidiary of a major Australian public company.

Two exceptionally attractive opportunities have arisen in this dynamic environment. Make your decisive career move now and enjoy a new and invigorating lifestyle in an expanding economy.

#### Manufacturing/Technical Manager

This is a very senior post reporting directly to the Managing Director. The Manufacturing/Technical Manager will head a staff of 120 and be responsible for the management of production engineering, production, process engineering, plant maintenance, materials control and plant security including planning, budgeting and control of all technical resources.

A degree in chemical engineering is preferred and at least seven years experience in a professional grade PCB manufacturing environment is essential and must include experience of drilling, plating and printing technologies.

Commencing salary c. Australian \$45,000 p.a. plus car and fringe benefits. Moving expenses to Australia paid and re-location assistance provided.

#### Process Engineer

Important opportunity for rewarding advance to production management. Will be responsible to Manufacturing/Technical Manager for the operation of all production processes within quality and cost parameters. Will provide for testing and implementation of new processes equipment and operator training.

Applicants should be qualified in chemical engineering or physical chemistry and have at least five years experience in process engineering or equivalent in the printed circuit board industry.

Attractive salary package to attract exceptional candidates. All moving expenses to Australia paid and re-location assistance provided.

In the first instance phone Dublin 781000 and speak to Richard Moulton or Glasgow 9452680 and speak to John Duffy or forward full career details in complete confidence to Richard Moulton.



**MARLBOROUGH  
EMPLOYMENT**

Marlborough Employment (Ireland) Ltd., Mough Court, Harcourt Road, Dublin 2.



**OIL INDUSTRY  
SUPPLIES &  
OPERATIONS  
ASSISTANT**

We have a vacancy for an assistant to work in the busy Supplies Department of a British U.K. Oil Marketing Company. This position, reporting to the General Manager - Supplies, will encompass a wide range of supply functions and include involvement with the buying and selling of oil products in bulk, marine bunkering, oil futures, supply economics, supply operations and shipping. The ideal candidate is likely to be in their mid-twenties and will have two or three years commercial experience. He/she may well be a graduate, numerate, flexible and with a desire to get involved in the supply side of the oil industry. Relevant oil experience although not essential would be an asset.

The company that wants you is British, big in turnover, but small in head count. Its philosophy is one of team effort and the successful candidate will possess a high degree of interpersonal skills and an ability to accept responsibility. The position carries first class remuneration and benefits.

Applications with a full C.V. should reach Miss V. Pain, Personnel Officer, Ulramar Golden Eagle Ltd., Pembroke House, 40, City Road, London, EC1Y 2AQ by no later than 25th February, 1985.

### Tax Specialists wanted to feather nests up to £25,000

"The art of taxation is so to pluck the goose that the maximum number of feathers are obtained with the minimum amount of hissing". Jean Colbert 1665

Colbert's statement still rings true today, thus there is a great demand for tax specialists who can keep the plucking to a minimum.

If you have good specialist tax knowledge (personal or corporate) your services will be in high demand. But this pleasant situation presents problems. You need to ensure that a move will enhance your experience, enable career development and bring appreciation for your personal style.

Candidates vary in their skills, objectives and personalities. Our philosophy as recruitment specialists is to view every candidate as an individual. We take time to find out about your specific requirements and to give free and unbiased career advice.

We will be pleased to tell you about the spectrum of appointments we are handling and their suitability for you. They range across both the profession and commerce and are mainly in the £9,000-£25,000 salary bracket.

They will be of interest to those who have recently made the decision to specialise or those whose tax careers are already developing well.

An informal career discussion can be arranged by simply phoning Paul Carrooso ACA or Carrie Andrews ACA on 01-240 6781 or send us brief details of your career to date to Macmillan Davies, CENTRE POINT, London WC1A 1AJ.



#### THE ROYAL ASSOCIATION FOR DISABILITY AND REHABILITATION

has a vacancy for an Employment Officer to undertake research into the employment of physically disabled people and to answer enquiries. A knowledge of employment legislation is an asset. Further details available from the Administrator, 25 Mortimer Street, London W1. RADAR is an equal opportunities employer.

#### RECRUITMENT CONSULTANT

City £10-£15,000 plus We are an expanding recruitment consultancy specialising in the professional and senior management sectors. We are seeking for a graduate to join our team of consultants handling the recruitment of senior management personnel. Training will be provided, and some travel or related experience would be an advantage. Send your CV to: Macmillan Davies, CENTRE POINT, London WC1A 1AJ.

#### Go where the growth is

Electronic point of sales and banking are one of the fastest growth industries.

A leading international hi-tech company is opening a Marketing and Support Centre in London.

We are looking for dynamic sales and support Executives with experience in Epos, computers and banking systems.

High salary, expenses, auto and stock option will provide an exceptional package for the individual.

For confidential interview write to: Box HC 889.

## BBC

#### EDITOR, ARIEL

Central London

£13,152 - £16,094

Ariel is a weekly tabloid which aims to keep a talented staff informed of news and views inside the BBC and the broadcasting world. We are looking for an experienced journalist who must be a skilled writer and imaginative newspaper technician to lead a lively team which reports for one of Britain's most challenging and successful industries. (Ref. 2128/T)

#### PRODUCER

Radio Cumbria

Whitehaven

£9,348 - £12,660

Plus allowance of £916 p.a.

To work in the Whitehaven studios as West Cumbria Producer, primarily on the general output but also with some responsibility for news. You will work as the leader of a small team providing material for Radio Cumbria programmes and also performing some public relations duties. You must have at least three years' experience of broadcasting or journalism, a proven aptitude for programme production and presentation, a good microphone voice, the ability to operate technical equipment and work under pressure. A good knowledge of the station's editorial area is essential and you should be prepared to live in or around Whitehaven. You will need a current driving licence. (Ref. 2130/T)

#### REGIONAL JOURNALIST

Norwich

£9,348 - £12,660

Plus allowance of £537 p.a.

If you are an experienced journalist, able to work quickly and accurately under pressure, this is an opportunity to join the newsroom team in Norwich which produces news bulletins and contributes to topical programmes for network radio and television. (Ref. 1184/T)

Salaries currently under review. Relocation expenses considered. Contact us immediately for application form (quote ref. and enclose s.a.e.). BBC Appointments, London W1A 1AA. Tel. 01-9275799.

We are an equal opportunities employer

مكتبة الأمل



# General Appointments

## Production Director

Foreign language publicity and technical publications

To £25,000 + car.

Tek works for over 1000 major international companies and publishers in the U.K., Europe and in the USA, handling the production of their industrial publicity and publications for overseas markets: brochures, manuals, technical literature, films, books.

Tek translates, designs, typesets and prints their material in all of the languages of international trade and publishing. Tek has unrivalled production resources: experienced managers, outstanding translators, the latest computerized typesetting equipment in-house, print-buying by experts and 25 years experience.

Now growing demand for our services requires us to appoint a Production Director to mastermind the whole, complex production operation and to play a major role in new business development jointly with the Marketing Director. You will be responsible for the planning and co-ordination of all projects; for productivity and for profit. You will have the opportunity to work closely with our clients, here and abroad, and to develop new suppliers. You should enjoy working with people of many nationalities and skills. You should have exceptional personal qualities and relevant experience and be, probably, in your thirties.

This is an exciting, challenging position and one that offers early opportunities of appointment to the Board of Directors.

Please write, with CV, in strictest confidence to the Managing Director, Tek Translation and International Print Ltd, 11 Unbridge Road, Shepherd's Bush, London W12 8LH.

The World Leader in Translation, Typesetting and Print.

**Tek**  
TRANSLATION

THE DAVIS COMPANY LIMITED THE DAVIS COMPANY LIMITED THE DAVIS COMPANY LIMITED THE DAVIS COMPANY LIMITED

Executive Recruitment & Selection

## International Sales and Marketing Opportunities

Our client is an international group of pharmaceutical and chemical companies with headquarters in the UK and a group turnover in excess of £800M. Demanding opportunities currently exist for senior sales and marketing professionals to develop their products in major overseas markets.

### Area Manager - Mediterranean

£220,000 + Car + Benefits

This is an exciting position, based in Athens, responsible for the profitable development of the company's business in Greece and other Mediterranean territories. Candidates must have previous international marketing management experience in the health care industry, and must possess the necessary entrepreneurial skills and personal qualities to operate successfully without close supervision. Fluency in Greek is preferred, but candidates with a strong linguistic ability and the willingness to acquire fluency should not be deterred. D3774

### Export Executive - West Africa

£213,000 + Benefits

This is an export sales position involving the development and promotion of both consumer and pharmaceutical products to French-speaking Africa countries. Reporting to the Territory Manager, West Africa, the appointee will involve a total of about three months overseas travel each year in periods of 2-3 weeks. The ideal candidate will be between 26-38, with export selling experience and fluency in French. As the company's export business grows, additional opportunities in both sales and marketing will be continually arising and consequent scope for long term career development is therefore enormous. D3783

### Territory Manager - Russia

to £21,000 + Car

This is a senior position responsible for the development of profitable and long-term business within the Soviet Union. The prime objective will be to analyse the market and its structure and to develop and implement a strategy to exploit business opportunities. The successful candidate will need a proven track record demonstrating commercial success within Eastern Europe, plus fluency in Russian. Aged 30-40, and educated to degree level you must be able to travel for 2/3 weeks maximum at a time, several times a year. D3518

### Sales Manager - Poland

£15,000 + Benefits

The person appointed to this position will primarily be responsible for the profitable development of the company's medical and industrial business in Poland. This will include sales negotiations and control of the Warsaw office, together with providing the necessary administrative support to the UK. Candidates, aged 25-35 should be educated to degree standard with a record of achievement in sales or marketing. The ability to speak a foreign language is preferred together with a good knowledge of German. The position involves overseas travel amounting to approximately 3 months each year. D3784

Please contact David Roberts quoting relevant reference no.

13/14 Dean Street, London W1V 5AH. Telephone: 01-437 3344

THE DAVIS COMPANY LIMITED THE DAVIS COMPANY LIMITED THE DAVIS COMPANY LIMITED THE DAVIS COMPANY LIMITED

## Ingram

RECRUITMENT CONSULTANTS

### Tax Specialists

£11,000 - £22,000

CHARTERED ACCOUNTANTS/SOLICITORS/INSPECTORS - we deal with all the major firms of Chartered Accountants, and have done so for 10 years. Our clients also include a large number of Solicitors and Merchant Banks as well as the tax departments of most major commercial concerns. We currently have many vacancies for good people in jobs offering good prospects and career progression. Contact Mervyn Dinnin ACA.

### Audit Manager

£15,000 - £16,000

Our client is a firm of Chartered Accountants with 25 partners in London and 20 across the UK. They require one possibly two people to be trained for an initial junior partnership in London. You should have all-round experience and ideally be interested in medium rather than larger audits. For details of this and many other professional vacancies contact Brian Ingram.

### Corporate Finance

£15,000 - £30,000 + benefits

We work closely with many contacts in the City and are always interested in speaking to first class people with some corporate finance experience and good track records. Currently we have a number of excellent vacancies available. We would also like to hear from newly/recently qualified ACAs and Solicitors. Contact Andrew Lindin.

### Financial Controller

£15,000 + Car

Publishing house in London W1, needs qualified accountant, under 35, to head up small team reporting to the FD producing multi currency monthly management accounts and statutory accounts as well as full range of controllership duties. For details of this and other jobs for accountants in Commerce, Treasury, Banking and Industry contact Peter Briggs FCA.

Contact PETER BRIGGS, ANDREW LINDIN or BRIAN INGRAM  
Telephone 01-623 3555  
70/71 NEW BOND STREET, LONDON W1Y 8DE

## Partnership Secretary

Partner Status Solicitors  
City To £35K

Our client is a substantial firm of solicitors with an established City presence, overseas offices and a total staffing of around 250 people. They require an exceptional person to take charge of all financial and administrative affairs of the business and act as its partnership secretary.

Reporting to the Executive Partner, the successful candidate will be building upon an established and respected role at a time of rapid change and development.

Candidates aged around 35-45 will be qualified accountants who can demonstrate success at a senior level in a service environment, preferably within a partnership.

For an immediate and totally confidential discussion, please telephone Peter T. Williamson on 01-283 3070 today, or better still send him under strictly personal cover a comprehensive curriculum vitae; (reference 33) to Spicer and Pegler Associates, Executive Selection, St Mary-Axe House, London EC3A 8BJ.



**Spicer and Pegler Associates**  
Management Services

## Management Consultant For Overseas Assignments

London Negotiable Salary

We are the London based management consultancy practice of an international firm of chartered accountants and are continually carrying out assignments in developing countries throughout the world. As a result of continued growth in this area we are seeking to recruit an accountant with practical experience in:

Financial Analysis

and

Management Information Systems

to undertake overseas assignments. He (or she) must have had consulting experience in Third World environments and must be a self starter who enjoys the challenge of practical problem solving, is capable of working effectively in developing countries and available to travel at short notice.

In the first instance please write in complete confidence quoting reference 65 and submitting a curriculum vitae to:

Peter Childs, Director,  
Pamell Kerr Forster,  
New Garden House,  
78 Heston Garden,  
London EC1N 8JA.

Pamell Kerr  
Forster  
Associates  
MANAGEMENT CONSULTANTS

## Accountants for Computer Consultancy

We are the management consultancy company of Thomson McIntock & Co, which is the British member of KMG, one of the largest international accounting and consultancy groups in the world. Our computer consultancy specialises in computer, office systems and information technology advice. Assignments include hardware and software selection, systems implementation, and training clients on related topics such as management awareness and financial modelling.

Due to further expansion, we require qualified accountants to join our multi-disciplinary consultancy team. Our consultants are actively involved with the latest developments in information technology, analysing and solving client problems in the design and implementation of management information systems. We also offer an individually tailored training and development programme and the opportunity to enhance and broaden both technical and management skills.

We require commercially-minded qualified accountants, aged around 25-30, with initiative and practical experience of the implementation of mainframe financial accounting or management reporting systems. Remuneration will be in the range of £16,000 to £20,000 plus car.

Location: City of London.

Please write in confidence to JR Hornby (Ref 201T).

**TML KMG**

Thomson McIntock Associates  
70 Finsbury Pavement London EC2A 1SX

Three leading pharmaceutical companies - one British, one European and one American - have asked for our help in finding experienced young physicians to strengthen their therapy development teams as:

## Medical Advisers

They offer permanent posts with salaries from £20,000 to £25,000 + car and planned programmes of training and experience to enable new people to:

- set and agree the strategy for clinical trials
- monitor and control the resulting studies
- manage the interfaces of research, commercial and regulatory affairs
- offer the best professional advice to colleagues and prescribers
- progress to more senior status and salaries

We would like to hear from you if you are 26 to 35, with three or more years' progressive post-qualification experience - academic, general or hospital - and a real interest in advancing your career in therapy development.

Though retained and paid by the companies, we are briefed fully to respect confidentiality until you authorise the release of personal/career information to our clients. Please write with a succinct supporting CV, or telephone Roger Stephens for a brief initial discussion.

**Roger Stephens**  
& Associates

Management Search • Selection • Development  
Dolphin Yard, 11c Holywell Hill, St. Albans, Hertfordshire AL1 1EZ.  
Telephone: St. Albans (0727) 37474.

## MANAGING DIRECTOR

FOOD DISTRIBUTION

You are a successful director or senior manager, planning corporate strategy in physical distribution services. After several years in this role it is now time to realise more of your own ambitions.

In order to meet these personal goals in the next few years you will need to work with stimulating people who have as clear an understanding as you have of the current market state and the latest applications of technology in food retailing and distribution.

A bold step towards your career development objectives would be to take the reins of a well-established company and initiate significant changes to meet anticipated market trends. You would establish corporate targets, build a team of achievers from the 300 or so employees and lead them into an exciting future.

If you can successfully implement the changes that this national company - jointly owned by manufacturers of successful brands - requires, you could enjoy an excellent remuneration package (with profit share) whilst your family grows up in an attractive part of the Severn Valley where you will all enjoy a high standard of living.

Applications by telephone to Bob Wileman at:

**Trans Promotions Ltd**

The specialist recruitment and training consultants in transport and physical distribution.

64 North Street, Guildford, Surrey GU1 4AH.

Guildford: (0483) 502525.

RECRUITMENT, TRAINING & BUSINESS CONSULTANTS



## DEALING ROOM UNIT MANAGEMENT

£20,000 + Neg.

DRUM exists to provide a complete project management service for the design and installation of dealing rooms.

We now require a TEAM LEADER with:

- ★ systems knowledge
- ★ dealing room experience
- ★ entrepreneurial ambition

Opportunity for board position and equity share.

Please telephone or write to:

**P. CADDICK-DRUM**  
125 Kennington Road, London SE11

01-582 1055



## Corporate Treasury

London c£25,000 + Car

An international management consultancy urgently seeks to expand its treasury consulting group and thus seeks to appoint a number of high calibre candidates who offer experience of working within a banking/treasury environment.

The work is varied and challenging and the experience gained will be useful for developing a career within either a commercial treasury or management consultancy.

Ideal candidates will possess a good first degree, sound treasury experience, excellent presentation skills and an assured manner.

Write or telephone (naming any firm which you would not wish to be put forward to) Nicolas Mabin, Regional Manager, quoting reference: LG1101.



**Management Personnel**

Recruitment Selection & Search

2 Swallow Place, Oxford Street, London W1R 2AA  
Telephone 01 498 1884 (not at home 01-808 2783)

## AREA SALES MANAGERS

We've earned an enviable reputation marketing a range of technologically advanced plain paper copiers.

For instance, the Minolta EP450Z and EP650Z Zoom copiers were the first of their kind to come onto the market.

To help further our considerable and rapidly growing success we are looking for six new Area Managers to liaise directly with our Authorised Dealers.

The six areas are: London, The Midlands, Scotland, The West Country, The South East and The South Coast.

We are looking for people with experience in our market, and the necessary drive and commitment to succeed in a highly competitive business.

Salaries and benefits will, naturally, be commensurate to the exciting positions we offer. Though one can expect to earn £20,000 (+ car) in the first year.

If you think you are the special sort of person we are looking for, phone for an appointment.

TO LIZ HOLMES, MINOLTA (UK) LIMITED.

(0908) 615141



## Director

Human Resource Consultancy

Our client is a well established consultancy backed by a major international corporation. They market a range of consultancy services including executive search, management selection and management assistance programmes, both in the UK and overseas. The company has established industry specialisations in insurance, financial services and high technology.

They wish to recruit up to three Directors to play leading roles in developing the existing specialist sectors.

To qualify you will be aged 28-40, preferably have a professional qualification and background. Previous exposure to management consultancy and/or recruitment would be an advantage. Certainly you must want to join a highly motivated and service oriented company.

To apply please write to me, Melvyn Gadsdon, enclosing a full copy of your CV.

**IAS**

LONSDALE ADVERTISING SERVICES LIMITED  
Hesketh House, Portman Square, London W1H 0JH



# General Appointments

## ASSET FINANCE & LEASING

Lease Plan UK Ltd is part of an International Finance and Leasing Group owned by the major Dutch banks.

As part of our long term expansion strategy we have now created an Asset Finance and Leasing Division. This will provide a new thrust to the marketing of our flexible range of facilities to industry and commerce, which includes:-

- Finance Leasing
- Lease Purchase
- Stock Finance
- Receivables Discounting

and other asset based finance services.

Two exceptional career opportunities have therefore been created to market these products and take full advantage of this finance sector in order to develop our existing client base throughout the UK.

Based in Windsor, the successful applicants will be part of a small highly professional team. They must be capable of negotiating complex transactions at all levels and have the ability to analyse and identify our clients' needs and construct the appropriate tailor made financial arrangements.

This is a unique opportunity to participate in the rapid growth of a company which sees considerable potential in the future equipment leasing environment.

Initial remuneration consisting of salary together with a profit related bonus will be negotiated around £16k, according to age and experience. A car, pension and life assurance scheme and private health insurance will be provided. Our anticipated growth rate will allow for excellent future career and salary progression.

Applications should be sent together with a full c.v. to our recruitment consultant:-

Mr John A. Taylor

KBA

150 High Street,

Oxford OX1 4DH



## OPPORTUNITIES IN SAUDI ARABIA

### REALTIME ENGINEERING & DATA ANALYSTS -

- a leading high technology Company - is offering excellent career opportunities for:

#### EXECUTIVE MANAGER - SECURITY SYSTEMS DIVISION

The ideal candidate must have:

- \* 8 years' sales and marketing experience in integrated security systems.
- \* Be familiar with CARDKEY and Proximity Products.
- \* Have management experience.

#### SALES ENGINEER SECURITY SYSTEMS DIVISION

The ideal candidate must have:

- \* 4 years' surveying and services engineering experience of electronic security systems, especially CARDKEY and Proximity Access Control, and C.C.T.V. equipment.
- \* Knowledge of preparing technical proposals on installations for the type of system to be used.

#### TERMS

The terms of appointment include attractive Saudi tax-free salaries plus commission on sales, company car, medical care, free furnished accommodation and two return air tickets, per year, from country of origin.

Applicants should submit C.V. and references, without delay, to:

#### VICE PRESIDENT

REALTIME ENGINEERING & DATA ANALYSTS  
P.O. BOX 278  
DHAHRAN 31932, SAUDI ARABIA

Tel: 010-986-3-995-2480 TLX: 670480 READAK SJ

TELEFAX: 066-3-964-9043

Further information available from S. Gervais

Tel: (0753) 73657/8

## FINANCIAL ADMINISTRATORS

### PRACTICE SECRETARIES

required by various Architects and Engineers in central locations to be responsible for complete financial management. Salary between £8,500-£12,000.

A.M.B.A. Reg. Cons.  
01-734 0632

## CRUISE IN MEDITERRANEAN

Young, presentable person required to cruise with owners of motor yacht this spring and summer. Able to cook and assist with general duties on board. Return air ticket and generous pocket money paid.

Please apply in writing, including recent photograph to Box 2057 Y, The Times.

## TRAVEL MANAGER

Managers in central London, a travel agent, required to manage a team of travel agents in Europe and North Africa. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

TOUR LEADERS required for Adventure/Cruise tours. Must be experienced and have a good knowledge of the area. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

AROLD-JAMESON Investment Bank, 100, Abchurch Lane, London EC4N 3DF. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

## SALES AND MARKETING APPOINTMENTS

## BIRDS

of Barnard's Cross



Have a vacancy for a professional Car Sales Executive. Please apply in writing enclosing C.V. to:

Mr S. Spence  
31-33 Station Road,  
Barnard's Cross  
BUCKS.

WEALTH AGENCY, Commercial representation in central London, a travel agent, required to manage a team of travel agents in Europe and North Africa. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

MANAGEMENT well-known. Manager for National Retailing Agency in W. London. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

## GRADUATE OPPORTUNITIES

YOUNG ARTICULATE individuals. Direct marketing opportunity. Excellent training. Excellent growth prospects. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

## PART TIME VACANCIES

HOUSEWORK ONLY. Independent work. No agency fees. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

MANAGEMENT well-known. Manager for National Retailing Agency in W. London. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

PART-TIME RECEPTIONIST. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

PART-TIME SALESPERSON. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

TEMPERING TIMES. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

TEMPORARY SHORTHAND TYPIST. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

TEMPORARY SECRETARY. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

TEMPORARY DATA ENTRY. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

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TEMPORARY SALESPERSON. No agency fees. No experience necessary. Salary between £8,500-£12,000. Please apply in writing to Box 2057 Y, The Times.

## SELECTMAN LTD

P.O. Box 274,  
Birmingham B23 7RL

We require suitably qualified personnel for various contracts:

1. 3 x Water Treatment & Sewerage Technicians (E&M). Must have reverse osmosis experience.
2. 2 x Kitchen & Laundry Technicians (E&M). Must have Hospital/Hotel background.
3. 2 x Chilled Water Technicians (150 ton Units Trans/Carrier/Haden).
4. 3 x BSc Qualified Engineers (Mech/Elec/Civil) Visa states BSc Mandatory for entry.
5. 4 x Design/Installation Telecom Eng. (telephone).
6. 2 x Radio/Digital Technicians.
7. 1 x Electronic Engineer (Computer orientated).
8. 2 x Video production engineers.
9. 1 x Chemical process engineer (BSc only).
10. 1 x Sales/marketing rep (prefabricated office sales background).
11. 2 x Cartoonists with animation background.

Post 1 to 8 inc. for Saudi Arabian locations

Post 9 for Oman Location

Post 10 for UK location probably Cardiff.

Overseas posts: Single Status: 1 Yr Contract: F&A:

Reasonable Salary Levels:

Moderate Leave Cycles.

UK post permanent employment salary negotiable.

WRITE: sending a TYPED CV, 2 P/p, Copies of your Passport: Driving Licence: Certificates and your present Salary requirements.

## TECHNICAL DIRECTOR

c. £20,000 + car

A medium sized and profitable company, which is the major subsidiary of a public group, requires a director to lead their technical and product development team. The company, operating from an accessible part of South Wales, has considerable growth opportunities from both existing and new products and markets.

Candidates aged between 28 and 40, must already have at least four years technical management experience covering the functions of design, product development, drawing office and quality assurance. A good honours degree in Engineering is called for and experience of structural engineering design and steel fabrication would be a major advantage.

This is a growth orientated company and career prospects are excellent. The remuneration package includes a basic salary around £18,000, fringe benefits are excellent and there is an executive car.

Please apply in complete confidence with full c.v. and stating current salary to:

W. G. Fearley-Whittingall  
Profile Management Search  
Tahard Chambers  
53 Northgate Street  
Gloucester, GL1 2AJ



## LASER-SCAN LABORATORIES LIMITED

Laser-Scan

We are a world leader in the production of automatic digitisers, plotters, displays and workstations, with particular emphasis in the cartographic market, located on the Science Park in Cambridge.

## EUROPEAN SALES EXECUTIVE

Remuneration package circa £17,000

As part of our general expansion programme there is a requirement for a Sales Executive to be primarily responsible for existing and future prospects within Europe.

Whilst a strong technical background, together with successful sales experience in high technological capital equipment is preferred, emphasis will also be placed on the initiative and enthusiasm of the candidate. Knowledge of German, French and/or Italian is required.

Remuneration will consist of basic salary, commission, company car and private health insurance.

Please apply in confidence to:

Madge Sidaway  
Personal Officer  
Laser-Scan Laboratories Limited  
Cambridge Science Park  
Milton Road  
Cambridge CB4 4BH  
Telephone: Cambridge (0223) 315414

## MARKETING DIRECTOR Required

An IBM software house with full agency status is seeking to appoint a Marketing Director to take control of the marketing of specialist software packages into specific vertical markets. A proven track record in the software or allied industry is vital. Remuneration package to suit right applicant.

Reply to:  
Box 0565 R,  
The Times

## SMMT ASSISTANT SECRETARY

Circa £12,000 + Car

London SW1

The Society of Motor Manufacturers and Traders Limited has been representing the interests of the motor industry in Britain since 1902 and has an important and continuing role both in the UK and overseas. Among its many activities, it is probably best known for organising the British International Motor Show. The SMMT is a leading Trade Association with 1,400 members, 120 staff and an annual turnover in excess of £5 million.

Reporting to the Deputy Director and Secretary and assisted by a Committee Secretary and other staff, your main responsibility will be to ensure that the Society's Trade Section committees meetings operate, and are serviced, effectively. You will also co-ordinate the work carried out by SMMT department on behalf of Trade Sections and represent the SMMT at meetings of other organisations, at home and abroad. Other responsibilities include the administration of a members' group insurance scheme and regular contact with, and advice to, members on many subjects.

The successful applicant will be a senior administrator, age 35-50, with significant relevant experience. This may have been gained in local or national Government, the armed forces (Staff College graduate level) or as a company/trade association secretary. A legal or secretarial qualification would be an advantage but is not essential.

Benefits include a car of your choice (subject to cash limit), free petrol, contributory pension, life assurance, BUPA and subsidised lunches.

Please write, in confidence, with full career details, including current salary, to Jennie Woodbridge, SMMT Limited, Forbes House, Halkin Street, London SW1X 7DS.

## GEC Engineering Research Centre MECHANICAL ENGINEERING LABORATORY

## ENGINEERING R & D

The Mechanical Engineering Laboratory at Whetstone provides contract research and consultancy services to GEC companies and others. Expansion has created opportunities for engineers seeking broad-ranging and satisfying careers. Successful candidates will join teams responsible for the initiation and execution of research projects with ample opportunities to influence the future course of the programme.

## STRUCTURAL MECHANICS DIVISION

Software support and development for structural analysis and its integration with design and manufacturing. Fortran programming and applications of numerical methods in mechanical engineering. Experimental stress analysis, computer-controlled data acquisition, measurement techniques.

## CONTROL DIVISION

Design, analysis and simulation studies covering a wide range of industrial and military applications. Fluid power and electronics systems, both digital and analogue.

## THERMOFLUIDS DIVISION

Research into advanced computational fluid dynamics for turbo-machinery and general flows, heat transfer (particularly involving boiling and condensation), thermodynamics and combustion of prime movers, novel energy systems.

To apply please send full c.v. to:

Mr S J Cooper  
GEC Engineering Research Centre  
MECHANICAL ENGINEERING LABORATORY  
Cambridge Road  
Whetstone  
Leicester LE8 3LH  
or Telephone: Leicester (0533) 863434 Ext. 3801

## MONTGOMERY DISTRICT COUNCIL CHIEF EXECUTIVE AND CLERK OF THE COUNCIL

Salary Scale: £28,538 - £21,861 + Election Fees

With the imminent retirement of the present Chief Executive/Clerk of the Council applications are invited for this appointment for suitably qualified persons in any professional discipline with extensive Local Government Service, proven management ability and able to demonstrate leadership qualities and sound judgment at a high level.

The person appointed will be regarded as head of the Council's paid officials and leader of the Management Team, and will be the Council's Chief Adviser on matter of general policy, with responsibility for overall co-ordination, organisation and effective management of the Council's Services.

The appointment is subject to the terms and conditions of the Joint Negotiating Committee for Chief Executives of Local Authorities.

Assistance in accordance with the Council's scheme is given towards removal expenses. Car allowance and car loan facilities available.

The area covered by Montgomery District Council which borders on Shropshire, lies in the heart of Mid-Wales and is renowned for its beauty and tranquility.

All things being equal advantage will be given to applicants with knowledge of Welsh.

Application forms and details are available from the Chief Executive, District Council Offices, Welshpool, Montgomeryshire, Powys (Telephone: 0938 2828 (Ext. 292)) to whom completed forms should be returned by 16th March, 1985.

## UNITED MEDICAL & DENTAL SCHOOLS GUYS CAMPUS

Research Secretary required

Until 31st August 1985 in Department of Rheumatology at Guy's for work supported on a grant from the arthritis and rheumatism council. Previous experience in preparation of medical research manuscripts would be an advantage. Salary in range

£5,969-£6,967 p.a.

inclusive

according to age, experience and qualifications; and allowances for special duties.

Applications, giving details of age, experience and qualifications, and names of two referees, to the

Staffing Officer,

Guy's Hospital Medical School,

London SE1 9RT.

Ref. G/RH/89.

## ARCHITECTS

Are looking for bright enthusiastic secretary

for young busy practice

in Chelsea. Please

send CV to:

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For further details for both posts please send SAE to Personnel Office, Amnesty International, 1 Easton Street, London WC1X 8DJ, UK

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**Abstract**



### Summaries by Peter Dear and Peter Davalle

**William  
Pomeroy**

by Robin McKim:  
**0.00** Music in Our Time: Edward  
 Lambert's Mass for four voices;  
 Pea Mawes' Davids's Four  
 Carols from O Magnum  
 Mystrum; Michael Finnissy's  
 Mysteries IV; The Prophecy of  
 Daniel; Brian Forneyough's  
 Unity Capsule. With soloists  
 Rosemary Hardy, Linda Hill,  
 Martyn Hill, Stephen Varcoe and  
 Pierr - Yves Arnaud (flute).  
**0.00** Schott: Brodsky String Quartet  
 play the Quintet in C, D 956.  
**0.57** News, Until 12.00.  
 VHF only: Open University  
 from 8.35 until 6.55am.

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**6:00am News**

World, 6.05 Reflections, 6.15  
International Soccer Special, 6.30 John Paul  
II, 6.35 The Pope's Visit, 6.40  
Press, 6.55 The World Today, 6.50 Financial  
Markets, 7.00 The World Today, 7.00  
Summary, 7.05 Mandal and the  
Tribune, 7.30 Two Cheers for February,  
7.35 The World Today, 7.40 The World  
News, 7.45  
11.15 New Ideas, 11.25 The Weak in  
Leadership, 11.30  
12.30 Radio Newsnet, 12.15 Top Weekly  
News, 12.20  
1.20 The World Today, 1.25  
Twenty-Four Hours, 1.30 The World Today, 1.45  
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**Different Streets  
Crossroads.  
Murder, May**

9.00-9.30 Rising Dawn, 10.30 Winter  
 Sunset, 10.35 The West This Week  
 11.00 Snooker, 12.15 Women's  
**WTV HALES** As HTV West  
 10.00-11.00 Snooker, 12.15  
 Women at Six, 5.00-9.30 Me & My Girl,  
 10.00-11.00 Snooker, 12.15  
 Women at Six, 5.00-9.30 This Week  
**BORDER** As London except 1.20  
 Border News, 1.50-2.30  
 The New Avengers, 3.30-4.00 The  
 Young Doctors, 5.15-5.45 Keep It in the  
 Family, 6.00 Lookaround Thursday, 6.40  
 The 100, 7.00-7.30 The 100, 7.30-8.00  
 Murder, Mystery, Suspense (Cry Panic),  
 8.00-9.30 Rising Dawn, 12.15m Border  
 News, 12.15m News  
**CENTRAL** As London except  
 12.15 European Folk  
 Tales, 12.40-1.20 Central, 1.30 The  
 Champions, 5.15 Different Strokes, 6.00  
 The 100, 7.00-7.30 The 100, 7.30-8.00  
 Emmet's Family, 7.25 Film: Bless This  
 House (1972) (Gibney James), 8.00  
 The 100, 8.00-9.30 The 100, 11.00  
 Snooker, 12.15m News  
**CHANNEL** As London except 1.20  
 Channel news, 1.30 The  
 Love Boat, 5.15 The Beverly Hillsbillies,  
 6.00 The 100, 7.00-7.30 The 100, 7.30-8.00  
 The 100, 8.00-9.30 The 100, 11.00  
 The 100, 12.15m News and Weather in  
 French, 12.30m

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